



ABDUL HAMEED

- Sales Executive

PROFILE

Results-driven executive with a strong background in logistics, administration and sales. Seeking a challenging position in a growth-oriented organization where I can leverage my skills to contribute to meeting company objectives.

CONTACT

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EDUCATION

- B. Com (Corporate Secretaryship) from THE NEW COLLEGE, Chennai, Tamil Nadu (2016 – 2019)
- M.B.A in Dual specialization (Finance & Logistics) from MEASI INSTITUTE OF MANAGEMENT, Chennai, Tamil Nadu (2019 -2021)

EXPERIENCE

POSEIDON SHIPPING AGENCIES PRIVATE LIMITED (ABRAO GROUP)

November 2022 - May 2024

- Handle cargo documentation, invoices and inwards shipment.
- Handle customs clearance procedures related to cargo documentation.
- Liaise with regulatory authorities on cargo documentation clearance.
- Monitor vessel arrival and departure.
- Update and maintain shipment records.
- Update clients on vessel activities and status of cargo clearance.
- Update database on vessel arrivals, vessel departures and cargo documentation.
- Verify records on incoming and outgoing shipments.

AUTOLIV AUTO SPARE PARTS AND COMPONENTS TRADING LLC.

MAY 2024 – PRESENT

- Manage existing client database, ensuring satisfaction and generating feedback.
- Generate new leads and inquiries.
- Monitor market competitors and maintain client loyalty.
- Prepare sales reports and contribute to achieving company sales targets.
- Closing sales and generating revenue.

KEY SKILLS AND CHARACTERISTICS

- Documentation
- People Management
- Negotiation
- Vendor Relations
- Crisis Management and Critical Thinking
- Excellent Communication Skills
- Ability to provide Resolution for high complexity Task with Innovative Methods.
- Ability to handle Stressful situation.
- Ability to update current requirement of the industry.
- Leadership skill and team worker
- Self-motivated with positive attitude.

SOFTWARE PROFICIENCY

- MS Excel, MS Word, Power Point & Windows Operation

SPOKEN LANGUAGES

- English
- Hindi
- Malayalam
- Tamil

ACHEIVEMENTS

- Won the employee of the year award in 2023
- Successfully managed the Key clients and ensured that no delays happened.

MAJOR PROJECTS HANDLED

- Omega Shipping Agencies PVT LTD [As Agent: WAN HAI LINES (INDIA) PVT LTD]
 - * Poseidon Shipping Agency PVT LTD
 - [As Agent: Blue Water Line PTE LTD]
- [As Agent: MILAHA International Maritime L.L.C]