



# MUHAMMED HASHIM H

## LOGISTICS PROFESSIONAL

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### PROFESSIONAL EDUCATION

#### Post Graduate Diploma in Logistics & Supply Chain Management

Global Institute of Integral Management Studies | 2022 – 2023

#### Bachelor of Commerce in Finance & Taxation

St. Thomas College, Konni – MG University | 2019 – 2022

### CERTIFICATIONS

- Cargo Logistics (Air & Sea)
- Dangerous Goods Handling
- Diploma in GST & Professional Accounting
- SAP ERP | Tally ERP

### TECHNICAL SKILLS

- Freight Forwarding (Sea & Air)
- Sales & Business Development
- UAE & GCC Customs Regulations
- Supply Chain Coordination
- Warehouse & Inventory Management
- Key Account Management
- Cold Calling & Client Prospecting
- Commercial Invoicing & Documentation
- SAP ERP & Tally ERP
- CRM & Customer Retention
- Strong Communication & Negotiation Skills

### PERSONAL DETAILS

- Date of Birth: 28/09/2001
- Marital Status: Single
- Nationality: Indian
- Passport No: R7358957
- Visa Status: UAE Resident

### LANGUAGES

- English - Full Proficiency
- Hindi - Working Proficiency
- Malayalam - Native Proficiency

### PROFESSIONAL SUMMARY

Proactive Logistics and Sales Executive with 2+ years of experience in freight forwarding, payment operations, and logistics coordination. Specializing in B2B sales, GCC trade compliance, and customer relationship management. Adept at coordinating end-to-end logistics, managing sea and air cargo, and handling key accounts across the Middle East logistics network. Skilled in SAP, Tally, and advanced MS Office tools. Seeking a dynamic logistics or supply chain role in the UAE logistics and shipping sector.

### PROFESSIONAL EXPERIENCE

- BRIDGEWAY SHIPPING LLC, DUBAI, UAE** 2025 – Present
- LOGISTICS SALES EXECUTIVE**
- Spearhead sales operations for freight forwarding, customs clearance, and end-to-end logistics solutions across the UAE.
  - Identify, engage, and convert high-value clients by conducting market research, cold outreach, and targeted B2B sales campaigns.
  - Develop and maintain strategic relationships with shipping lines, NVOCCs, freight agents, and import/export clients to secure competitive freight rates and timely service delivery.
  - Collaborate closely with the operations and documentation teams to ensure smooth execution of shipments, including FCL, LCL, air freight, and cross-border transport.
  - Advise clients on customs regulations, Incoterms, cargo insurance, and documentation for shipments to and from the MENA, Europe, and Asia.
  - Achieve monthly and quarterly sales targets by maintaining a healthy sales pipeline through CRM systems and lead nurturing strategies.
  - Represent the company in industry exhibitions and networking events to increase brand visibility and foster long-term partnerships.
- FEDERAL OPERATIONS AND SERVICES LTD, INDIA** May 2023 – 2025
- JUNIOR PROCESS EXECUTIVE – PAYMENT SETTLEMENT DEPARTMENT**
- Executed and verified high-volume payment transactions including UPI, IMPS, and interbank settlements, ensuring accuracy and adherence to regulatory compliance.
  - Investigated transaction anomalies and potential fraud using data analytics and monitoring tools, reducing risk exposure and safeguarding client funds.
  - Acted as a point of contact for internal stakeholders and federal bank branches, resolving technical and transactional issues with the FedNet application.
  - Managed chargeback and dispute resolution processes by coordinating with customers and external banking institutions.

### DECLARATION

I hereby declare that the information provided above is true and correct to the best of my knowledge and belief.

DUBAI, UAE

ANANTHU SAJI