

# Tarek Kamel Abdelfattah Helmy

## Personal Information :

Nationality: Egyptian  
Birth date: 01 Jan, 1964  
Gender: Male  
Marital Status: Married  
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## Professional Experience:

### Jan.2021 – Current

**Business Development Manager**  
**Sabay Shipping Group, Istanbul**

- Reporting to the Managing Director
- The strategy of the Company is to focus on Shipping & Marine Activities including the Chartering of Cargo and Vessels, plus the Project Cargo from Turkey to East Mediterranean Port.
- The normal Freight Forwarding activity mainly export of Containers to Egypt , Lebanon , Jebel Ali.& Indian Ports.

### Jan.2014 – Dec.2020

**Business Development Manager**  
**Ocean Crown Shipping Services, Dubai**

- Reporting to the Managing Director
- The strategy of the Company is to focus the first priority on Project Cargo from Germany , UK & Italy to UAE , Iraq , Jordan & Turkey , plus RoRo Heavy Units from North Europe to Jebel Ali & Umm Qasr , as well as participating in some Over Size Cargo from China to Mussafah, Abu Dhabi .
- The normal Freight Forwarding activity mainly import of Containers from Hamburg & Antwerp , Felixstowe , Laspezia / Genoa to J.Ali , while export of Containers to Iraq , Iran , Jordan , Egypt , Lebanon , Turkey plus Mombasa / Dar Es Salam .

### June 2010 – Dec. 2013

**Business Development Manager**  
**Great Circle Line, Dubai**

- Reporting to the Managing Director
- As a Business Development Manager for the Group of Companies, my primary responsibility is to develop the marketing activities of our offices & products:
  1. **Great Circle Line** (Shipping and Marine activities) - Agency, Tramp Agency, Tugs and Barges, Project Cargo/Heavy Lift
  2. **Plimsoll Logistics** (Freight Forwarding and Logistics) – subsidiary company for Great Circle Line that offers Air (5%), Sea (70%) & Land (5%), and Logistics Services (20%) – CFS, Warehouse & Delivery. We own a Warehouse of about 5000 sqm in Jebel Ali while another one is being constructed.
  3. **Credo Shipping** (Ship Operator & NVOCC ) based in Singapore
- Geographical scope:
  1. **Plimsoll Logistics** – 80% of the business comes from UAE (Dubai, Jebel Ali, Abu Dhabi, Sharjah) and India (Mumbai)
  2. **Great Circle Line** - UAE (Dubai, Jebel Ali, Abu Dhabi, Sharjah, Fujairah), Qatar, Kuwait (incl. Iraq), China and with special focus on Turkey as a regional Hub for Mediterranean Activities.

**Highlights:**

- Tasked to start up and run full function for the Turkey office and market its Freight Forwarding services. The office became operational in 2011 and has 7 staff. During my work in Istanbul, Turkey we focused on several sectors such as Engineering, Auto Spare Parts, Construction Materials, Consumer Goods.
- Tasked to start up and run full function for the Shanghai office and market its Freight Forwarding services. The office became operational in August 2012 and has 3 staff.
- Travel and arrange several Agency Contracts with Shipping and Forwarding Agents in Europe and China.
- Successfully brought in Siemens and ABB as key clients for Abu Dhabi office through my connections in Turkey. Other companies I approached in Abu Dhabi were Etihad Rail and steel manufacturers.
- As regards to UAE , due to the different nature of business, we focus on electric goods and electronic products, we provide 3PL services at our Jebel Ali Warehouse with contracts to HP, Dell, Panasonic, Canon and others, some of them consider a direct contract , while the other is outsourcing as third party.

**August 2007 – May 2010**

**Commercial Director**

**Quattro for Shipping and Forwarding Co. Egypt**

- Responsible for all commercial, marketing & sales strategies & activities in the company as agents and partners for various Shipping Lines, freight forwarding and NVOCC companies and their affiliated offices worldwide.

**November 2005 – July 2007**

**Commercial Manager**

**Ocean Express Agency, Egypt**

- Responsible for all commercial, marketing activities & sales strategies in the company as agent for I.Messina Line and their affiliated offices worldwide.

**October 1991 – October 2005**

**Marketing Manager**

**Worms Alexandria Cargo Services, Egypt**

- Responsible for all marketing & sales strategies in the company.
- Dealing with other principals in USA (Farrell Lines) , Italy (I.Messina Line) , France (W.S.M.) & Japan (NYK) and their affiliated offices worldwide.

**November 1990 – September 1991**

**Quantity Surveyor**

**Cairo Wastewater Consortium (British Contractor), Egypt**

- Responsible for all Quantity Surveying , Cost Analysis and Cost Control in the company which used to work in the Contracting business including Import of several materials – air + sea – from Europe , USA , Canada and Japan .

**February 1985 – October 1990**

**Quantity Surveyor**

**Lilley Misr Engineering J.V. (British Contractor), Egypt**

- Responsible for all Quantity Surveying , Cost Analysis and Cost Control in the company which used to work in the Contracting business including Import of several materials – air + sea – from Europe , Usa , Canada and Japan.

**Education:**

Graduated Year 1984: Faculty of Commerce (Year 1984), Cairo University, Egypt  
Bachelors - Degree

Private & Confidential

Have been in Shipping & Freight Forwarding Sector for more than 20 years in several Countries ,  
can manage easily Multi-Cultures negotiations & cooperation ,  
Working under stress is normal performance ,  
Have to be creative to find solutions for complex situations / commitments .