



Personal Information

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Ahmed Glaied

Ezzahra, Tunis

12.09.1998

Coordinated logistics across the entire value chain, from international agents to final recipients, and managed both warehouse and industrial improvement projects.

Skills

Language

- English : B2
- German : B1
- French : B2

Techniques

- Client acquisition & follow-up
- Contract negotiation skills
- Logistics chain coordination
- Freight rate negotiation
- Export-import operations oversight
- Warehouse project management
- Industrial process knowledge
- International operations coordination

Personal Interests

- Sports
- Camping and Outdoor Adventures
- Language Learning

Ahmed Glaied

Sales and Logistics Coordinator

Professional Experience

Sales and Logistics Coordinator

September 2023 - Present

Company : Medkon Lines

- Client Coordination
- Warehouse Management
- Transportation Coordination (Maritime and Land)
- Sales and Proposal Preparation
- Project Management

Sales executive

October 2021 - September 2023

Company : Avenir Service Transport

- International Agent & Partner Coordination
- Customer Relationship Management
- Import & Export Handling

Project Manager

February 2020 - April 2020

Company : Plastigray

Key Tasks – Non-Conformity Reduction Project (Plastic Injection)

- Conducted 8D analysis to identify root causes of product non-conformities.
- Collected and analysed defect data from production lines.
- Collaborated with cross-functional teams to investigate and implement corrective actions.
- Reduced defect rate significantly through process improvements and root cause elimination.

Project Coordinator

November 2019 - December 2019

Company : Plastigray

Key Tasks – Visual Management Project

- Designed and produced visual boards to communicate key processes and KPIs across departments..
- Collaborated with multiple teams to collect, organize, and simplify complex operational information..
- Implemented posters and visual tools throughout the company to improve awareness and daily performance tracking.

Education

Master's degree - Transport and Logistics

2020-2022

Higher School of Commerce of Tunis

Bachelor's degree - Industrial Logistics

2017-2020

Higher Institute of Transport and Logistics

CERTIFICATION

- Public Speaking
- Soft Skills and Intercultural Competencies – Focus on German Culture (with AHK – German Chamber of Commerce)
- Total Quality Management
- ETS TOEIC
- Six Sigma Yellow Belt

Voluntary Experience

Active member of ATAST CLUB ISTLS, contributing to various initiatives.

ATAST CLUB

Leader in organizing and managing vacation camps.

ONET