

ABDUL HAMEED

SALES OFFICER

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EMAIL | abdulhameedhtc630@gmail.com
LOCATION | Dubai, United Arab Emirates (UAE)
EXPERIENCE | 2 years 7 months
NATIONALITY | Indian
LANGUAGES | English, Malayalam, Tamil

Work Experience

Key Skills

- Power Point
- Ms Office Ms Excel
- Planning
- Organizing
- Documentation
- Document Control
- Clearing
- Freight Forwarding
- Financial Accounting
- Logistics Management
- Scm

Online Profiles

- [LinkedIn](#)

Sales Officer

Autolive Auto spare parts and component trading II, Dubai, United Arab Emirates (UAE)
May 2024 - May 2025

• Achieved: Consistently exceeded sales targets, driving revenue growth through effective client engagement and strategic upselling. • Streamlined: Enhanced documentation processes, ensuring accuracy and compliance in all salesrelated paperwork, resulting in a 20% reduction in processing time. • Managed: Successfully navigated crisis situations by implementing tailored solutions, maintaining client satisfaction, and contributing to a 15% retention rate increase. • Collaborated: Worked closely with crossfunctional teams to align sales strategies with business objectives, facilitating seamless communication and operational efficiency. • Developed: Engaged in market analysis to identify new opportunities, informing sales strategies that expanded the customer base by 25% within one year.

Documentation Executive

Delmar Infotech Pvt.Ltd., Kerala,kochi, India
Nov 2022 - Apr 2024

•Managed full container booking process for import/export shipments via sea freight.
•Coordinated with shipping lines, freight forwarders, and clients to confirm container availability and vessel schedules.
•Prepared and submitted booking requests,

shipping instructions, and VGM to carriers on time.

- Ensured correct selection of container types (20ft/40ft/HC/Reefer) based on cargo volume and nature.
- Monitored documentation cutoff, container gatein deadlines, and ensured timely dispatch.
- Liaised with port authorities and customs for container clearance and loading updates.
- Maintained accurate shipping records, tracked bookings, and updated clients with ETDs and shipment status

Education

MBA/PG Diploma in Business Mgmt - Finance

2021

Measi Institute Of Management, India

Bachelor of Commerce - Commerce

2019

The New Collage ,royapettah Chennai-14, India

Profile Summary

An executive in shipping agency company Delmar info tech pvt ltd (Abrao group of companies)