



# MOHAMED ALY

## IMPORT AND EXPORT SPECIALIST

### SOURCING PROCUREMENT AND SUPPLY CHAIN

### INTERNATIONAL SALES REPRESENTATIVE

## CONTACT



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## SKILLS

- Advanced knowledge of Microsoft Office applications including proficiency in Excel and Access or other database and reporting tools
- Ability to analyze and work problems, be poised with all levels of management and maintain positive relationships with internal and external customers
- Knowledge of all modes of transportation (domestic and International)
- Review daily shipment exceptions and resolve with service providers to ensure timely flow of freight
- Communicate with Customs brokers, provide and review tariff code information and instructions related to international shipment
- Excellent communications, coordination and alignment skills
- Controlled inventory levels and worked with plant manufacturing operations and logistics teams, suppliers, and demand planning department
- Reviewed delivery orders and evaluated availability, lead times, and manufacturing process needs.

## PROFILE

I'm Mohamed Ali Egyptian nationality. I'm a professional person in many fields. I have worked in China for more than 8 years in general and consumer goods. I'm hardworking, diligent, and dedicated all qualities I put forward in everything I do.

## EXPERIENCE

### Import and Export Experience

- Committed import export coordinator with vast experience in maintaining healthy business relationships. Skilful in dealing with distributors, retailers and salespeople from a wide range of industries. Specialities in ensuring smooth communications with international and local clients as well as internal business correspondence.
- Assist coworkers and those in other departments to successfully perform job tasks and functions when necessary Identify and report to Manager any potential violations of trade compliance regulations and implement process improvements to mitigate risk

### Procurement and supply chain

- Prepared purchase orders, coordinated with billing and finance department, and ensured payment was placed on time.
- Provided estimates for purchase costs and sought lower prices on all equipment and product purchases.
- Oversaw receiving department, managed shipping crew, and organized incoming shipments.

### INTERNATIONAL SALES REPRESENTATIVE

- Presenting new products or services to existing clients to increase business opportunities
- Identifying potential clients within specific industries, businesses, or organizations that might have a need for products or services offered by the company
- Identifying opportunities for client growth by offering additional products or services that complement existing offerings
- focus on finding new customers, and promoting and selling the company's products.

## WORK EXPERIENCE

- Import coordinator at Fast Trade for Imp/Exp Company -China -2011
- Purchaser Assistant at Indiana Trade for Imp /Exp Company -China -2013
- Procurement manager at Yiwu Cheng Li for Imp /Exp Company -China -2015-2018
- Export manager and Marketing Sales at Black Horse Factory -Egypt 2020-2021
- Sales Logistics at Be One Logistic Company - Dubai -2022
- Procurement Manager at Titanium Compnay-Dubai - 2022
- Sales Ass. Manager at Daleel El Sahara Company - Dubai -2023

## EDUCATION

- Faculty of commerce - Alexandria university
- English section - Business administration department -2008
- 1 Year academy Business administration

## HOBBIES

I make an effort to read business administration and economic magazines each month to stay up to date in my field and learn new techniques or practices for success. I also do sport and go to Gym to stay active and fit

## LANGUAGE

Arabic	Fluent
English	Fluent
Chinese	Intermediate