

Sheikh Awais Ahmed (Business Development Specialist)

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Professional Summary

With over 6 years of extensive experience in International Marketing, Business Development, Freight Forwarding, Export documentation, Supply Chain management, Planning, and Contracting, I bring a wealth of knowledge and expertise to any organization. My career has been marked by a consistent track record of success in optimizing operational efficiencies, driving strategic initiatives, and fostering strong partnerships.

Experience

Jan 2024 - Dec 2024

Assistant Business Development Manager Export

Service Industries Limited

- Responsible to conduct primary and secondary research, prepare business proposals and present to existing and new customers.
- Developing new markets and potential customers primarily in Latin America region
- Coordinating with current customer on new orders and payments for already dispatched orders
- Working in close coordination with customer on new product developments
- Looking after Logistics, banking team to ensure smooth business operations.
- Negotiating with Freight Forward to attain freight cost advantages and to reduce transit times
- Managed banking transactions (LC, CAD, TT) to streamline international trade processes.
- Optimized local transportation logistics, reducing transit times and delivery costs.
- Online Market research to explore potential new markets to penetrate

Jan 2021 - Dec 2023

Business Development Executive Export

Service Industries Limited

- Assisting head of department in handling and fulfilling all sort of requirements for his customers under his supervision.
- Negotiation and closing all matter related to business development with customers
- Following production department on Inventory management and control to ensure timely production and dispatch of orders.
- Handling matters related to LC/CAD/TT and all other banking related matters
- Managing all sort of sales entries and reports management in ERP systems.

Nov 2018 - Dec 2020

MTO Export

Service Industries Limited

- Emphasized on learning basics to key export producers, banking and documentation
- Handling all sorts of interdepartmental works within the company
- Managing, Completing and closing all export shipment files
- Coordinating and alliance with all external shareholder such as Banks, government and private governing bodies related to export business.

Core Competencies / Skills

- International Trade, Market Research, Management
- Supply Chain, Transportation, Sea Freight Negotiations
- Relationship Management
- Documentation of Export related transaction
- All sort of bank related transactional expertise
- Drafting developing and implementation of Export Module in existing ERP system in collaboration with AF Furguson team

Education

- Masters of Business Administration, University of Central Punjab | 2021
- Bachelors of Business Administration, University of Central Punjab | 2018
- F.Sc, Punjab Group of Colleges 2012
- O-Levels, Beaconhouse School System 2010

Languages

- Fluent English
- Fluent Urdu