



M U H A M M E D S H I J A S S

B U S I N E S S D E V E L O P M E N T
E X E C U T I V E

■ CONTACT

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■ EDUCATION

Bachelor of Business Administration (Finance)

University Of Calicut
2018-2021

Professional Diploma In Logistics & Supply Chain Management

UPES
2021-2022

Distribution & Logistics Management

University Of Dubai
2021-2022

Nebosh IGC Occupational Health & Safety

2021

■ SOFT SKILLS

- Communication skill
- Rapport Building
- Customer centric mindset
- Prospecting and generating leads
- Presentation
- Persuasive
- Result Oriented

■ PROFESSIONAL SYNOPSIS

High-performing, logistics sales executive professional with leadership experience. Highly skilled at relationship building with clients and across organization and team; exceptional writing, presenting, and interpersonal communication skills. Adept at assessing needs, generating options, and implementing solutions in collaboration with team members, clients, and stakeholders.

■ EXPERIENCE

Business Development Executive

CARGWAY SHIPPING LLC, DUBAI

Feb 2023 - Present

- Develop and implement sales strategies to meet or exceed revenue targets for cargo services.
- Identify and prospect potential customers, generate leads, and build a robust sales pipeline.
- Conduct market research and analysis to identify target industries, customers, and market trends.
- Build and maintain strong relationships with existing and new customers, addressing their needs, concerns, and inquiries.
- Present and promote the company's cargo services to prospective customers, showcasing the value proposition and competitive advantages.
- Prepare and deliver sales presentations, proposals, and quotations, tailored to customer requirements and objectives.
- Negotiate pricing, terms, and contracts with customers to secure profitable business deals.
- Collaborate with internal teams, including operations, pricing, and customer service, to ensure seamless execution of customer requirements.
- Keep abreast of industry trends, competitive landscape, and emerging market opportunities.
- Maintain accurate and up-to-date sales records, including customer information, sales activities, and sales forecasts.
- Preparing sales report, booking report, weekly and monthly reports.
- Reporting directly to Business Development Manager

■ TECHNICAL SKILLS

- Knowledge in type of cargo
- Incoterms
- Mail Drafting
- Report Preparing
- Time Management

■ LANGUAGE

- English
- Malayalam
- Hindi
- Tamil

Sales And Operations Executive (Team Leader

VINEYARD BROKERAGE USA

DEC2021-FEB 2023

- Managed team of 10 sales executives ensuring, proper and timely operations.
- Executed ocean, air, truckload, LTL and intermodal sales.
- Worked closely with sales team to ensure all customer requirements are clearly communicated, quotes created accordingly, sent on time and followed up periodically.
- Increased profitability and revenue by generating \$ 2500 in sales.
- Initiated sales calls to prospects and current customers.
- Quoted price, negotiated with carriers and customers to close the deal.
- Executed after sales follow ups to ensure customer's requirements are fulfilled.
- Maintained a healthy relationship with customers around the world and carriers.

Procurement Assistant

Green Metro Traders

May 2021 - Nov 2021

- Managed monthly purchase order shipments by deadline and cancellation dates.
- Contacted vendors to determine order status and communicate discrepancies with shipments.
- Analyzed competitive prices, products and market-related information.
- Sourced new vendors for purchasing needs.