



# Sohil Saiyad

## Senior Sales Executive

Logistics professional with years of experience in FCL, LCL, and air cargo for exports and imports. Managed end-to-end operations, vendor coordination, and client servicing with strong industry connections. Handled 300+ shipments annually, achieved 98% on-time execution, and increased repeat business by 30%. Contributed to sales growth by converting inquiries into active clients.

### CONTACTS

- +91 508805639
- sohilsaiyadofficial@gmail.com
- 2 years 8 months
- Indian
- Gujarati, English, Hindi
- Vadodara, India

### ONLINE PROFILES

- [LinkedIn](#)

### KEY SKILLS

- Logistics Supply Chain Management
- Logistics Management
- Export Import Documentation
- Sales Business Development
- Freight Forwarding
- Networking
- Pricing
- Shipping Documentation
- Logistics Coordination
- Documentation
- Pricing Management
- Negotiation

### VISA

VISIT VISA NEED TO APPLY

### EDUCATION

**Master Of Business Administration - Logistics & Supply Chain Management**  
Parul University, India

2026

**Bachelor Of Commerce Honours - Accounting & Management**  
Swami Sahajanand College Of Commerce & Management, India

2024

### PROFESSIONAL EXPERIENCE

**Teamglobal Logistics Private Limited**  
Senior Sales Executive

Apr 2025 - Present | Vadodara, India

- Promoted to Senior Sales Executive in Apr 2025 after contributing to 20% revenue growth by converting 18+ inquiries into active customers.

**Teamglobal Logistics Private Limited**  
Customer Service Documentation Executive & Pricing

Jun 2023 - Mar 2025 | India, India

- Worked as Customer Service Executive (Jun 2023–Mar 2025), independently managing LCL, FCL & Air shipments for exports and imports.
- Oversaw 300+ LCL & Air shipments annually with 96% ontime performance, handling rates, bookings, job entries, and execution.
- Ensured 100% documentation compliance, reducing delays by 90% through proactive coordination.
- Delivered full support to 25+ clients, enhancing satisfaction and repeat business by 70%.
- Built strong pricing expertise across LCL, FCL & Air, contributing to competitive quote generation and higher conversions.
- Possess endtoend logistics and supply chain knowledge, including custom clearance, shipment planning, cost optimization, documentation, and stakeholder coordination—ensuring smooth, compliant, and timely execution for both importers and exporters.

## **Global Logistics Solutions India Private Limited**

### **Sales Executive**

Dec 2022 - May 2023 | Ahmedabad, India

- Onboarded 8+ export/import clients by providing tailored logistics solutions and competitive pricing, contributing to customer base growth.
- Gained strong foundational expertise in sales by conducting regular outdoor sales calls, meeting clients in person, and understanding their logistics needs.
- Achieved over 70% conversion from prospect meetings to active shipments through personalized followups and timely coordination.
- Negotiated competitive rates and closed key deals, resulting in consistent month-on-month sales growth.
- Built strong relationships with supply chain stakeholders, helping reduce lead times and improve reliability across core trade routes.

### **NATIONALITY**

### **INDIAN**