



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

- +971 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+ exportimport 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 monthon month sales growth.
- Built strong relationships with supply chain stakeholders, helping reduce lead times and improve reliability across core trade routes.

NATIONALITY

INDIAN