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MOHAMED HASHIR

ABOUT ME

To work in an organization whereby my acquired skills, training, and work experience can be USED in full capacity to fulfill the objectives of the organization while achieving personal and professional growth.

SKILLS

- Cost management
- Work force management
- Performance goals
- Cold calling
- Excellent communicator
- Analytical problem solver
- Customer service
- Computer proficient
- Domestic and international experience
- MS Office Package
- Tally
- Windows & MacOS knowledge

WORK HISTORY

SALES EXECUTIVE, EMIRATES LOGISTICS LLC, DUBAI

APRIL 2021 – Present

- Responsible for initiating sales calls to prospective or current clients
- Prospect for leads and perform heavy cold-calling to build a pipeline of businesses
- Responsible for price and service negotiation with customers and carriers
- Uphold rapport with clients and prospects
- Responsible for creating SALES goals to aid in achieving targets
- Carry out research to identify companies not currently doing BUSINESS with the organization

BUSINESS DEVELOPMENT EXECUTIVE, ISS GLOBAL FORWARDING, DOHA, QATAR

November 2019 – December 2020

- Building business relationships with current and potential clients
- Keep prospective client database updated
- Understanding client NEEDS and offering SOLUTIONS and SUPPORT; answering potential client QUESTIONS and follow-up call QUESTIONS; responding to client requests for PROPOSALS (RFPs)
- Arrange meetings for senior management with prospective clients
- Follow company guidelines and procedures for the acquisition of customers, submission of tenders, etc.

- Cold calling; making multiple outbound calls to potential clients; closing SALES and working with the client through the closing process

SALES EXECUTIVE, TOKYO FRIEIGHT, QATAR

September 2017 – October 2019

- ExpeditES Global Import shipments Confirmation.
- ENSURES that the logistics department is staffed to adequately to SUPPORT MISSIONS.
- Organizes and handles the overall movement of cargo import, export, local shipments (air, ocean, land).
- SENDS & receives SHIPMENTS pre-alerts and ENSURES that commercial & SHIPPING documentations are in place.
- Coordinates with clearing agents, port authorities, shipping lines/agents, and subcontractors to expedite clearing and deliveries.
- Updates and generates shipments & orders status reports. Prepares freight calculations & quotations.
- Preparing Air waybill, Shipping Bill, Invoice, and Declaration for customs, packing list.
- Cargo export, import clearing, and forwarding.
- Checking packing specifications & quality.
- Dangerous goods declaration packing & clearing.

SALES EXECUTIVE, TOYOTA MOTORS, CALICUT, KERALA

August 2016 – August 2017

- Dealing with customer inquiries and face to face, over the phone or E-Mail.
- Achieving all revenue targets and objective in line with the area of Business plan
- Giving product demonstrations.

BRANCH MANAGER, BURGER LOUNGE, CALICUT, KERALA

April 2015 – June 2016

- Includes maintaining the restaurant's revenue, profitability, and quality calls.
- Maintaining productivity and customer service standards.
- Prepares financial statements and analysis for the branch.
- Assisting with customer service and SATISfaction
- Marketing branch within the community to attract business

SALES EXECUTIVE, CENTCOM PROJECTS, DOHA, QATAR

December 2013 – March 2015

- Generate leads and sales opportunities to meet the Company's Business.
- Making sure all client requests/inquiries are attended.

EDUCATION

1. MBA

MES ENGINEERING COLLEGE, KUTTIIPURAM – 2013

University of Calicut

2. BBM

C M S COLLEGE OF SCIENCE & COMMERCE, COIMBATORE – 2010

Bharathiar University

3. DIPLOMA IN RETAIL MANAGEMENT

C M S COLLEGE OF SCIENCE & COMMERCE, COIMBATORE – 2010

Bharathiar University

PERSONAL DETAILS

Date of birth	:	16-Feb-1990
Nationality	:	Indian
Marital Status	:	Married
Languages Known	:	English, Malayalam, Hindi & Tamil
Driving License	:	Valid UAE Driving License

INDUSTRIAL VISITS

- Kinfra Food Park, Kakkanchery, Calicut
- Milma (MRCMPU Ltd), Palakkad, (milk&milk products)
- PepsiCo India Pvt Ltd Palakkad (Carbonated Beverage)

DECLARATION

I hereby declare that the above-said information is true and correct to the BEST of my knowledge and belief and that I have not concealed any information, which might affect my suitability for this job

Place:

Date:

Mohamed HASHIR