

El Hefnawy Mohamed

SALES MANAGER, EXPORT MANAGER

🔄 5 квітня 2021 📍 Місто: [Київ](#)



Вік: 34 роки

Режим роботи: повний робочий день, вільний графік роботи, віддалена робота

Категорії: Логістика, доставка, склад, Офісний персонал, Торгівля, продажі, закупівлі

✓ Готовий до відряджень

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Опис

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PERSONAL INFORMATION

Date of birth: 13/07/1990

Marital status: Single

Military status: Completed

Nationality: Egyptian

EDUCATION

§ BSc of Commerce –Damietta Faculty of commerce

§ Department of study: Accounting

§ Graduation year: 2013

Languages

§ Arabic: Native Language

§ English: Advanced (C1).

COURSES

Logistics & international trading courses:

§ E-Commerce Specialist Course, 07/2010, (Research & Commercial Studies Center - Cairo University).

§ Export & Import specialist Course, 07/2010, (Research & Commercial Studies Center - Cairo University).

§ International Customs clearance specialist course, 11/2013, (World Trade Organization Institute).

§ Certified national customs clearance specialist course, 2/11/2014, (Egyptian Customs Authority).

Computer courses:

§ ICDL (American Language Center) 01/2012

Language courses:

§ English - Upper-Intermediate course, 12/2007, (Axon Global Education Network).

§ English - Conversation course 7/2008, (Axon Global Education Network).

§ English - listening & speaking course 01/2011, (American Language center).

Marketing courses:

§ E-Marketing Specialist Course, 07/2010, (Research & Commercial Studies Center - Cairo University).

Soft Skills courses:

§ Mini MBA in Leadership 04/2017 (American University in Cairo)

EXPERIENCE

Company : The National Co, for Trade & Marine-NATRAM, Damietta port - Egypt.

Period: 2008 to 2012

Company services: Import & Export, Cargo, Warehousing, Stevedore, customs clearance.

Working sector : Logistics industry & international trading .

JOB TITLE : Logistics manager assistant.

Company : The National Co, for Trade & Marine-NATRAM, Damietta port - Egypt.

Period: 2012 to 2020

Company services: Import & Export, Cargo, Warehousing, Stevedore, customs clearance.

Working sector : Logistics industry & international trading .

JOB TITLE : Logistics & export manager.

Responsibilities

§ Plan and implement export strategy and activities consistent with the overall goals of the organization.

§ Create, monitor and complete shipments on time.

§ Prepare and maintain a delivery schedule and communicating to all relevant departments.

§ Update supply chain practices for any changes in custom duties or import rules and regulations.

§ Ensure the integrity and timely preparation and authorization of Import / Export documentation such as Bills of loading, commercial invoices and Packing lists.

§ Opening and developing new business opportunities in existing and new markets.

§ Communicate with export related authorities, and customers, in all relevant territories and countries.

§ Negotiate contracts for sales and manage renew, review contracts as required to enable effective trading.

§ Establishing contacts with customers and distributors in different countries.

§ Evaluating and selecting suitable agents to sell and distribute the company products and maintain proper relations with

clients and agents.

§ Liaising with other departments in order to establish and maintain effective and relevant export activities and support in relation to the organization's sales, purchasing, materials management, production and overall operating functions.

PERSONAL SKILLS

§ Creative team player.

§ Leadership capabilities & Good communication skills.

§ Interactive and fast learner.

§ Ability to work under pressure.

§ Have the ability to work inside and outside the country.

§ Self-motivation, Ambitious, and perfect listening skills.

§ Fast response to changes in work environment.

§ Negotiations skills.

§ Sales skills.

§ Creative problems solving skills.

REFERENCES

Available up on request.