

## MOHAMED SHOKRY MAHMOUD

**Location:** Riyadh, Saudi Arabia

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## PROFESSIONAL SUMMARY

### CORE COMPETENCIES

- Air & Sea Freight Sales
- Customs Clearance & FASAH System
- Business Development & Market Expansion
- Key Account Management
- Sales Strategy & Revenue Growth
- Client Relationship Management (B2B)
- Team Coordination & Reporting
- Accounts Receivable & Bookkeeping

## PROFESSIONAL EXPERIENCE

### Business Development Manager – ECU LINE Saudi Arabia (Riyadh)

**Aug 2024 – Present**

- Prepare detailed sales data, forecasts, and performance reports
- Coordinate sales teams and collection activities to ensure revenue targets are met
- Identify and research new business opportunities and strategic projects
- Manage manpower recruitment for logistics and maintenance-related projects
- Maintain accurate bookkeeping records for all sales and customer charges

### Assistant Sales & Marketing Manager – Sharaf Shipping Agency (Riyadh)

**Dec 2018 – Aug 2024**

- Led sales and marketing activities for air, sea, and logistics services
- Prepared sales reports and managed team coordination
- Developed new business opportunities and maintained key accounts
- Managed accounts receivable and ensured timely collections
- Consistently exceeded annual sales targets:

- 2019: USD 135,215.76 (Over Target)
- 2020: USD 154,663.53 (Over Target)
- 2021: USD 150,843.32 (Over Target)
- 2022: USD 178,321.93 (Over Target)
- 2023: USD 156,166.66 (Over Target)
- 2024 (Q1 + Apr-May): USD 77,114.34

- Active customer base: 54 clients

**Key Account Manager – MASH PRO Shipping (WCA Member)****Apr 2016 – Oct 2018**

- Managed major corporate accounts across Riyadh and Jeddah
- Strengthened long-term client partnerships

**Senior Sales Executive – MARDA Shipping (WFN Member), Riyadh****May 2012 – Apr 2016****Sales Executive – Al Nogom Egypt for Shipping, Egypt****Feb 2010 – Jan 2012****EDUCATION**

Bachelor of Commerce (Accounting) – 2004

Graduation Grade: Good

**LANGUAGES**

Arabic: Native

English: Very Good

**TECHNICAL SKILLS**

- Microsoft Office (Excel, Word, PowerPoint)
- FASAH & Saudi Customs Procedures
- Logistics & Freight Systems
- Internet & Data Research Tools

**PERSONAL DETAILS**

Date of Birth: 14 April 1982

Marital Status: Married

Nationality: Egyptian

Military Status: Exempted