

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