

Ahmed Ali

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Summary

To apply my extensive expertise in logistics operations—encompassing sea freight, land freight, airfreight, and customs clearance—coupled with my proficiency in email communication, Microsoft Outlook, Word, and Excel, to drive growth and efficiency within a reputable company. By integrating my skills with a strong foundation in marketing and sales, I aim to contribute to strategic initiatives, enhance client engagement, and optimize operational performance.

Experience

Sales and logistics Director

Kareen Gate Company LTD

September 2021- Still working.

- Developed and articulated the company's Strategies and goals, by planning long-term organizational goals.
- Delivered end-to-end logistics solutions, encompassing sea freight, land freight, airfreight, and customs clearance services, ensuring seamless operations and client satisfaction.
- Negotiated competitive pricing and favorable terms with shipping lines, airlines, customs brokers, and freight forwarders, optimizing cost efficiencies and elevating service quality.
- Successfully increased company revenue by spearheading strategic client acquisition initiatives and expanding service offerings, driving business growth.
- Leveraged Microsoft Office tools (Outlook, Word, Excel) to streamline communication, enhance operational processes, and support data-driven decision-making.
- Implemented process improvements and best practices to increase operational efficiency and effectiveness across all logistics functions.
- Cultivated and maintained strong relationships with key stakeholders, including clients, vendors, and partners, to foster collaboration and ensure alignment with organizational objectives.

Sales and Marketing Director

Graphic World Company , Erbil , Iraq

Jan 2020 - September 2021

- Led sales and marketing efforts to enhance brand visibility and market presence.
- Advised on marketing strategies and promotional activities to drive sales growth.
- Managed and implemented marketing campaigns to achieve business objectives.
- Analyzed market trends and consumer behavior to identify opportunities for product.
- positioning and customer engagement.

Marketing Executive
Leviton Company
JAN 2019 - JAN 2020

- Conducted Market research to identify market opportunities for ceramics products.
- Developed and implemented marketing strategies to target key customer segments.
- Facilitated client meetings and negotiations to promote company products and services.
- Contributed to revenue growth by effectively managing client relationships and expanding market reach.

Education



Arab Academy for science , Technology & and maritime transport.
Bachelors Degree, Business Administration (2025 - 2019)

Certifications

International Business management certificate.

Completed advanced coursework in marketing, management, and project development, which included comprehensive field trips to leading international companies. Engaged in educational visits to:

- BMW Group, Munich, Germany: Gained insights into sales strategies, marketing promotions, and management practices.
- Volkswagen Group: Learned about manufacturing processes and strategic management from company executives.
- Škoda Auto, Prague, Czech Republic: Acquired knowledge in marketing strategies, sales operations, and managerial approaches.

These experiences provided hands-on learning and a deep understanding of industry best practices and corporate strategies within the European automotive sector.

Skills

- Logistics management.
- Proficient in email communication.
- Supply chain management.
- Experienced in providing sea freight, land freight, airfreight, and customs clearance services.
- Skilled in negotiating prices with shipping lines, airlines, customs brokers, and freight forwarders to ensure competitive advantages.
- Strong track record of increasing company income through effective service offerings and client acquisition strategies.

Languages

- Arabic (Native).
- English (Fluent).