



Raed Taam Allah

Export Manager

31 years old - Married - Tunisian

Dubai, United Arab Emirates

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3+ years of experience in export/import management, including experience in releasing air shipments of fruits and vegetables. I have experience in liaising with customs and government authorities

Work Experience

Export Manager

Jumbo Master General Trading LLC (Dubai)

Novembre 2022 until present (9 months)

- Managed a team of marketing and sales professionals
- Led the development and execution of marketing campaigns
- Managed the company's social media presence
- Generated leads and closed deals
- Analyzed market trends and identified growth opportunities
- Prepared financial reports and presentations

Sales Representative

Dachser Logistics (Tunis)

Octobre 2019 to Septembre 2022 (3 years)

- Generating and implementing business development strategies
- Handling shipping requests for land, marine and air freight
- Building and maintaining strong and long-lasting customer relationships
- Responsible for all KPIs, Sales Reporting, Forecasting and setting sales targets

Booking Acceptance Officer

Messina Line

April 2019 to Septembre 2019 (5 months)

- Ensured smooth booking acceptance process
- Ensured booking details quality
- Updated information to customers and inter departments
- Issued booking confirmation and release order within the set KPI

- Coordinated with terminals to gate in export shipment
- Handled dangerous cargo application and compliance
- Followed up with customers for documents
- Worked on stowage load plan in coordination with planners & terminals
- Provided end-to-end customer service for all operational matters

Business Development Manager

Eco Multitrade Tn (Tunis)

January 2016 to March 2019 (3 years)

- General Trading of tires, cables, steel, foodstuff, etc
- Analyzing market trends and identifying growth opportunities
- Negotiate contracts and Supply Planning
- Account management and business development
- budgeting, financial analysis and reporting

Shipyard Security Officer

CMR Tunisia Ship Repairs

Jun 2014 to Aout 2014 (2 months)

- Monitoring surveillance systems
- Screening visitors and employees
- Investigating security incidents
- Responding to emergencies

Education

Mediterranean School of Business (Tunisia)

Master degree in Business Management

January 2018 until Decembre 2021

Higher Institute of Languages of Tunis (Tunisia)

Bachelor degree in Communication Science

Septembre 2012 to June 2016

Languages

English, French and Arabic (Fluent)

German (Beginner)

Relevant Skills

- Export/Import management
- Sales and marketing
- Customer relationship management (CRM)
- Contract negotiation
- Supply planning
- Financial analysis and reporting
- Team management
- Communication and interpersonal skills
- Proficiency in Microsoft Office Suite