



Raed Taam Allah

Export Manager

31 years old - Married - Tunisian

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Driven by passion for expanding market reach and exceeding sales targets, specializing in FMCG in the MENA region. As a Business Development Export Manager, I possess a deep understanding of Foodstuff products.

Work Experience

Business Development Export Manager

Radhey International General Trading LLC (Dubai)

Novembre 2022 until present

- Sales & Order Fulfillment
- Market Analysis & Expansion
- Customer Relationship & Service
- Reporting & Analysis

Export Manager

Jumbo Master General Trading LLC (Dubai)

Novembre 2022 until present (9 months)

- Cold calling, prospecting and visiting old/new customer
- Business analysis, performance, planning and sales leadership
- 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 sea, Road, air logistics
- Ensure good customer service
- Building and maintaining strong and long-lasting customer relationships

Sales Representative

Messina Line

April 2019 to Septembre 2019 (5 months)

- *Import and export shipment execution*
- *FCL, LCL, Air, OOG and hazardous shipment handling*
- *Customs clearance and documentation*
- *Shipping instruction preparation*
- *Supplier invoice and performance monitoring*
- *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)

- *Letters of credit & import, Export Documentation*
- *Analyzing market trends and identifying growth opportunities*
- *Negotiate contracts and Supply Planning*
- *Account management and business development*
- *budgeting, financial analysis and reporting*

Education

Mediterranean School of Business (Tunisia)

Master degree in Marketing

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

- *Consumer experience B2B and B2C*
- *Team management*
- *Closing the sale*
- *Sales and Distribution Strategy Management*
- *Communication skills*
- *Collaboration*
- *Attention to detail*
- *Proactiveness*