



# Raed Taam Allah

Export Manager

31 years old - Married - Tunisian

Dubai, United Arab Emirates

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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