

## Arshia Ahadi

### PROFILE

Dedicated and enthusiastic man with high expertise and experience in foreign commerce (import and export) and freight forwarding business and

### EXPERIENCE

#### **FOREIGN COMMERCIAL EXPERT, ASAN PACK; TEHRAN, IRAN - 2022-PRESENT**

Sourcing, national and international contract management, Working with multiple banks regarding fund allocation , transferring deposit to multiple different countries, import coordination, coordination international shipments from different countries to Middle East ,Customs clearance.

#### **FREIGHT FORWARDER, FREELANCE, 2019-PRESENT**

Targeting specific market based on business fluctuations along every year, Handling business meetings with local and international customers, analysis of market and profit margins based multiple factors like route of the shipment , quantity and capacity of cargo , special care and requirements of cargo and etc , Handling both import and export bookings, Shipping operation , marketing and salesmanship. Experience and knowledge regarding all kind of shipment with different means of transport, Handling multi-modal transport, Handling DG cargoes, Customer Supporting along the way.

#### **FREIGHT FORWARDER, BRD SHIPPING COMPANY,TEHRAN, IRAN - 2019-2022**

Targeting specific market based on business fluctuations along every year, Handling business meetings with local and international customers, analysis of market and profit margins based multiple factors like route of the shipment , quantity and capacity of cargo , special care and requirements of cargo and etc , Handling both import and export bookings, Shipping operation , marketing and salesmanship. Experience and knowledge regarding all kind of shipment with different means of transport, Handling multi-modal transport, Handling DG cargoes, Customer Supporting along the way.

#### **LIFE INSURANCE AGENT, BARAN INSURANCE COMPANY, TEHRAN, IRAN- 2018-2019**

Marketing, online and in person presentation of the company's life insurance program and giving consultation to clients, contract management and customer care.

### EDUCATION

Azad university, science and research branch, Tehran, Iran. Bachelor's degree in mechanical engineering.

### SKILLS

Fluency in English communication, business correspondence

Marketing, sales management and customer relations

Import and Export booking coordination and shipment operation

Foreign procurement from sourcing to customs clearance

Problem solving

Solution providing and Import final cost deduction

## **PERSONAL INFORMATION**

Age : 23 years old

Gender : Male

Current living location: Tehran, Iran

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