

Bassel Obeid

Mar Elias Street
Sonia Obeid Building, 2nd Floor
Aramoun, Lebanon
Home: 09/920476
Mobile: 03/615814

Date of Birth: May 9, 1989
Place of Birth: Beirut, Lebanon
Citizenship: Lebanese
Marital Status: Single
Email: basselob@gmail.com

Objective:

Seeking a Shipping Agent position in which I can apply my Transport and Logistics expertise and experience and my great communication skills in English, Arabic, and French and which allows me to achieve higher position.

Education:

October 2008 –
August 2012

Bachelor of Business Administration
Université Saint-Esprit de Kaslik (USEK)
Kaslik, Lebanon
Major : Transport and Logistics
Graduated: August 2012

January 2017

Certificate: The “Sitting Ducks” TM
Wydner Coaches & Associates

- Understanding Commercial day to day Negotiations
- Negotiations culture for sales
- Position vs. Interests
- Learning 17 practical, straight forward, negotiation gimmicks
- Handling the angry persons
- Handling problems in Negotiations
- Power closes

Experience:

October 2018-
Present

Sales Executive
Navigators S.A.R.L
Beirut, Lebanon

- Schedule meeting with new potential clients
- Handle clients inquiries with all department and provide them the best cost-effective solution for their shipments

January 2018 –
September 2018

Pricing Supervisor
Gezairi Transport SAL
Beirut, Lebanon

- Negotiating the price with the carriers for export and import whether it is air freight or sea freight
- Give the suggested selling to the sales department
- Follow up on each inquiry and make sure to have a proper feedback
- Monthly Dashboard report to keep track on each department progress
- Manage meetings whenever necessary with sub-contractors in order to discuss how to improve the cost

August 2015 –
December 2017

Senior Operation Sea Freight Executive
Gezairi Transport SAL
Beirut, Lebanon

- Keep track of contract agreements with service providers (Shipping Lines/Co-loaders/Agents)
- Documents checking and confirming compliance with shipping rules and regulations
- Prepare job summaries and issue invoices
- Prepare statistics data report on monthly basis
- Joint sales visits with sales
- Handling Key accounts customer. Sales quotation, handling the shipment up until arrival to warehouse
- Help generate new products and lanes for development
- Oversee the best forwarding process of goods through sea transport
- Handling relief cargo operation
- Handling cross shipments
- Prepare monthly Dashboard report showing the progress of the department
- Maintain current knowledge of relevant legislation, political situations and other factors

that could affect the movement of freight through sea transport

- Cross shipments quoting and handling.

January 2013 –
August 2015

Sea Freight Operation Executive
Aramex Lebanon SAL
Beirut, Lebanon

- Negotiation of the commercial relationship with shipping lines
- Booking of cargo with shipping lines
- Documentation
- Updates during Transportation
- Customs Clearance
- Import
- Inland Transportation
- Issue Resolution
- Billing and Invoicing
- Cross Shipments handling from Origin and clearance at Destination

July 2010 –
August 2010

Internship in Transport and Logistics;
MERIT SHIPPING – Mar Mikhael
Beirut, Lebanon

- Assisted customers with documentations
- Assisted Port Operations with ship charging and discharging
- Assisted Logistics with container tracking

Computer Skills:

Microsoft Applications: Word, Excel, Outlook and Power Point.
Excellent Internet research skills.

Language Skills:

Arabic (Native)
English
French

Speaking
Excellent
Very Good
Very Good

Writing
Very Good
Very Good
Very Good

Reading
Excellent
Excellent
Excellent

Personal Data:

Enjoy reading, snow-skiing, water-skiing, nature and animals.

References:

Available upon request.