

SAMEER SALAM A



Logistics Coordinator & Warehouse Supervisor

CONTACT

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PROFILE

Results-driven business development professional with 15+ years of experience in administrative management, logistics, marketing, and international trade.

Skilled in client management, sales strategy, and cross-functional coordination across India and the UAE.

EDUCATION

Master of International Business (MIB)

CMS College of Science and Commerce, Coimbatore (Bharathiyar University, Coimbatore) | 2004 – 2006

Bachelor of Arts in Economics

Sanatana Dharma College, Sanathanapuram, Alappuzha (Kerala University) | 2001 – 2004

Pre-Degree (Commerce)

Sanatana Dharma College, Sanathanapuram, Alappuzha (Kerala University) | 1998 – 2000

S.S.L.C

H.S., Kakkazhom, Alappuzha | 1997 – 1998

SKILLS

- Business Development
- Client Relationship Management
- Supply Chain & Logistics Coordination
- Inventory Management
- Procurement & Vendor Negotiation
- Sales Strategy and Execution
- Market Research & Analysis

Computer Skills

- MS Office, HTML

WORK EXPERIENCE

Group Manager – Business Development

August 2023 – July 2025

Vee Ess Group of Companies

Type Of Business: - Building Materials

- Leading business development initiatives across multiple verticals under the group.
- Driving sales strategy and client acquisition for domestic and export operations.
- Coordinating cross-functional teams to streamline operations.

Warehouse Supervisor / April 2021 – July 2023

Fathima Offset & Printing Press

Type Of Business: - Printing Factory

- Oversaw daily warehouse activities including inventory and dispatch.
- Ensured accurate stock keeping and implemented order management systems.
- Streamlined logistics workflows for print material handling.

Logistics Coordinator / September 2019 – March 2021

Rawabi Pharmacy, Ernakulam

Type Of Business: - Surgical Instrumentation and Components

- Managed inbound and outbound logistics for pharmaceutical supplies.
- Ensured timely delivery and documentation of critical inventory.

Purchase Coordinator / 2017 – 2019

Premier Marine Foods International

Type Of Business: - Sea food Exporting

- Handled purchase orders and vendor negotiations.
- Maintained stock records and facilitated procurement for production units.

Sales & Logistics Coordinator / 2010 – 2017

National Aluminium Extrusion LLC Dubai, UAE

Type Of Business: - Aluminium Extrusion Factory

- Managed international sales documentation and order processing.
- Coordinated with export clients and logistics teams for timely deliveries.
- Supported senior sales managers in target planning and reporting.

INTERESTS

- International Trade and Commerce
- Marketing Strategy and Consumer Behavior
- Global Supply Chain Trends
- Financial Markets and Insurance
- Business Networking and Relationship Building
- Travel and Cross-Cultural Communication
- Leadership and Personal Development

Trainings

- **Industrial Training**
Company: Premier Marine Foods, Alappuzha

Project

- **A Study on Advertisement Effectiveness of Umbrellas in Alappuzha District** | *John's Umbrella Mart, Alappuzha*
Summary: Researched consumer behavior and advertising efficiency to recommend strategic improvements.

Languages Known

English, Malayalam, Hindi, Tamil,
(Read, Write, Speak)

- **Marketing Manager / 2008 – 2010**
Malabar Gold and Diamonds
Type Of Business: - Jewelry Wholesale and Retail Business
 - Led marketing campaigns and brand promotions across regions.
 - Conducted market analysis and drove retail footfall initiatives.
- **Export-Import Supervisor / 2006 – 2008**
Premier Marine Export
Type Of Business: - Sea Food Exporters
 - Supervised export documentation, customs clearance, and vendor compliance.
 - Ensured adherence to international trade regulations.

Achievements

- Former Captain, Cricket Team – Sanatana Dharma College
- Led team to Runner-Up in Inter-Collegiate Cricket Tournament (Kollam)
- Selected for Under-22 District Cricket Team

Additional Qualifications

- Diploma in Office Automation
- Diploma in Foreign Exchange Management (2005–2006)

Personal Information

Father's Name: Abdul Salam A

Gender: Male

Marital Status: Married

Nationality: Indian

