

RAEES REHMAN

PRICING AND OPERATIONS SPECIALIST



Khobar, KSA



(966) 582985992



raeesrehman12@gmail.com

EXPERTISE

Microsoft Office
Customer Service
Analytical Thinking
Problem Solving Ability
Adaptability
Excellent Communication
Flexible
Quick Thinker
Team Player
Relationship Management

EDUCATION

BACHELOR'S DEGREE

Bachelor of Business
Administration
Baldwins Methodist College
March 2016 – May 2019

HIGH SCHOOL

Commerce
Stacey's Memorial College
March 2014 – February
2016

CAREER SUMMARY

Currently shaping cost-effective logistics solutions at Aramex as a Pricing Specialist, I bring a strong blend of import/export expertise, market insight, and attention to detail to navigate the complexities of global trade. With a foundation in Marketing from Bangalore University, I apply strategic thinking to optimize pricing models, enhance service delivery, and drive client satisfaction.

PROFESSIONAL EXPERIENCE

ARAMEX SAUDI LTD., DAMMAM, SAUDI ARABIA

Pricing Specialist - Present

- Conducted market research and competitor analysis to support pricing decisions.
- Developed and maintained pricing models, tools, and dashboards.
- Collaborated with sales, finance, and product teams to align pricing strategies with business goals.
- Provided pricing guidance and margin analysis for customer proposals.
- Monitored pricing performance and suggested improvements based on data insights.
- Ensured pricing compliance with internal policies and external regulations.
- Assisted in contract pricing and special deal structuring.

Key Achievements:

- Improved pricing accuracy and reduced quote turnaround time.
- Streamlined pricing workflows, leading to better collaboration across departments.

FREIGHT SYSTEMS LTD., DAMMAM, SAUDI ARABIA

Freight and Pricing Co-Ordinator

- Coordinated domestic and international freight shipments across air, sea, and road.
- Managed bookings with carriers, freight forwarders, and logistics providers.
- Ensured timely and cost-effective transportation of goods while maintaining service quality.
- Monitored shipment status and provided real-time updates to clients and internal stakeholders.
- Handled documentation including bills of lading, commercial invoices, and shipping instructions.
- Worked closely with customs brokers to ensure compliance with import/export regulations.
- Resolved freight-related issues, delays, and discrepancies efficiently.
- Assisted in freight rate negotiation and cost analysis for better margins.
- Maintained accurate records of freight movement and prepared regular reports.