

MUNEEB MUNIR

SALES & LOGISTICS MANAGER

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LinkedIn Link

SUMMARY

Sales & Logistics professional (~3 years) combining revenue growth with large-scale operations. Delivered 40% YoY revenue growth via segmentation and targeted campaigns. In logistics, oversee end-to-end imports, customs clearance, and 3PL coordination aligned to engineering timelines. Strengths in forecasting, CRM/ERP, vendor management, compliance, and cross-functional execution.

PROFESSIONAL EXPERIENCE

Logistics Manager | Nabatat Contracting – Qiddiya Project Jul 2025 - Present

- Manage end-to-end logistics (imports, customs clearance, warehousing, transportation) across fast-moving project workstreams.
- Coordinate with government entities and subcontractors to ensure compliance and smooth site deliveries.
- Align logistics plans with engineering schedules to improve on-time deliveries (OTIF) and minimize re-handling.
- Supervise international shipments, HS codes documentation, and 3PL performance (lead time, cost).

Sales Manager | Arkaz Academy Jan 2024 - Apr 2025

- Led 3 supervisors and ~100 sales representatives; instituted weekly performance rituals and pipeline reviews.
- Delivered +40% revenue growth in 12 months via segmentation and targeted B2B & student campaigns.
- Partnered with digital marketing to lift conversion rate and ROAS; optimized CAC across channels.
- Built forecasting and cohort dashboards (Excel/Google Sheets) to improve win rate and visibility.

Sales Supervisor | Arkaz Academy Apr 2023 - Dec 2023

- Supervised 3 team leaders and standardized scripts and objection-handling playbooks.
- Produced weekly performance reports and launched micro-trainings to close skill gaps.

Team Leader | Arkaz Academy Jan 2023 - Apr 2023

- Trained and coached 10 sales representatives; monitored daily KPIs and improved closing rates.

EDUCATION

The Hashemite University Oct 2020 - Jul 2024
Bachelor's Degree in Business Administration

KEY SKILLS

• Sales Strategy & Forecasting • Customer Segmentation • Market Analysis • Leadership & Coaching • Pipeline Management (CRM) • Data Analysis & Reporting (Excel/Sheets) • Imports & Customs Clearance • 3PL/4PL & Warehousing • Vendor & Government Coordination • OTIF / On-Time Delivery • Communication & Presentation • HubSpot (CRM)

CERTIFICATIONS & TRAINING

Certificate Training of trainers(30 hours), Ministry of Digital Economy & Entrepreneurship (2024) | Employability Skills Training, U.S. Embassy Jordan (2022) | Creative Thinking & Problem Solving — Orange (2023) | Time Management & Goal Setting — Orange (2023) | Communication Skills — Orange (2023)

LANGUAGES

Arabic – Native

English – Professional Working Proficiency