



# KARIMA YAHIA

Export Manager



+201008211717



karima.mahmoud118@gmail.com



Giza, 6<sup>th</sup> of October 11<sup>th</sup> District,  
Area 1



Date of Birth: 1994/08/23



Marital status: Single

## EDUCATION

Bachelor of Arts  
Chinese Language Department  
**Cairo University**

2012 - 2016  
Grade: Good

## SKILLS

- Leadership and Team Management
- Effective Communication
- Problem-Solving and Critical Thinking
- Time Management
- Adaptability and Flexibility
- Emotional Intelligence
- Creativity and Innovation
- Negotiation and Persuasion

## About Me

Experienced Export Manager with 6 years of expertise in managing international trade operations. Skilled in international trade regulations, financial acumen, client negotiations, and team leadership. Proven ability to develop strong client relationships, ensure regulatory compliance, and achieve business objectives by increasing revenue and optimizing logistics. Proficient in market analysis and implementing innovative strategies to expand market share.

## WORK EXPERIENCE

- Export Area Manager  
– Smart Copper Industrial  
(Mar 2023 – Present)
- Export Senior  
– Beed Najd Agriculture  
(Jan 2021 – Dec 2022)
- Export Specialist  
– Millennium International for Export & Import  
(Jan 2020 – Dec 2020)
- Chinese Language Instructor  
– Chamber of Commerce, Taif – KSA  
(Jan 2019 – Oct 2019)

## INTERNATIONAL EXHIBITIONS

---

- BIG 5 EGYPT (Cairo – Egypt) 2023
- BIG 5 GLOBAL (Dubai – UAE) 2023
- BIG 5 EGYPT (Cairo – Egypt) 2024
- BIG 5 GLOBAL (DUBAI - UAE)2024
- LIBYA BUILD EXHIBO (Benghazi – Libya) 2024
- BIG 5 SAUDI (Riyadh – Saudi Arabia) 2025
- BIG 5 EGYPT (Cairo - Egypt) 2025
- Company Jordan Events – Amman, Irbid 2025

## COURSES

---

- Advanced Documentary Credits Course Certificate – ACTD
- International Trade Contracting Certificate – USAID & ECBM
- Advanced Digital Marketing Training Certificate – USAID & ECBM
- Chinese Cultural Center in Cairo – Levels 3, 4, 5

## LANGUAGE SKILLES

---

- ENGLISH: VERY GOOD
- CHINESE: GOOD

## PROFESSIONAL EXPERIENCE

---

- Oversee end-to-end export operations, ensuring timely delivery and customer satisfaction.
- Built strong relationships with international buyers and developed and implemented strategies to expand market presence globally.
- Negotiated and secured profitable international trade deals with clients.
- Supervised the preparation and submission of customs documentation and ensured compliance with international regulations.
- Collaborated with cross-functional teams to enhance supply chain and logistics efficiency.
- Represented the company in the Export Council for Building Refractory & Metallurgy Industries (ECBM), the Export Council for Agricultural Crops, and the commercial attaché in each embassy.
- Represented the company at international trade fairs, exhibitions, and client-country events to showcase new products, and gather customer feedback to enhance product quality and market relevance.
- Presented the company's products and services to expand brand recognition in global markets.
- Hosted clients from abroad to follow up on their shipments.
- Managed budgeting and planning, cost control, end-of-day cash, and full profit and loss reports to the owner.
- Developed and implemented strategies to enhance team performance, improve processes, and increase efficiency.
- Built and maintained a staff that provided hospitable, professional service while adhering to policies and business initiatives.
- Scheduled and directed staff in daily work assignments to maximize productivity.
- Counseled and disciplined staff, addressing issues promptly and professionally.
- Entered employee sales into Excel spreadsheets daily.
- Followed up with executive manager and operations department.
- Monitored the operation of packing stations and the steps of the export product until it reached the importing country.
- Responsible for communication with the National Food Safety Authority.
- Conducted marketing research for each country and targeted markets based on current products.
- Secured the best offers according to product and country to prepare suitable pricing.
- Dealt directly with shipping lines.
- Handled customer objections with the aim of closing sales.