

AHMED ABD ELWHAB ABOUDONYA

SUMMARY

Dynamic automotive trading professional with a proven track record at Zahran Group, excelling in international trade and logistics. Expert in market analysis and B2B relationship management, successfully establishing high-value vehicle transactions across the GCC. Adept at strategic planning, ensuring compliance, and optimizing supply chains for maximum profitability.

Driven by results and an entrepreneurial spirit, I bring deep market insight, a trusted global supplier network, and a commitment to delivering exceptional value in every transaction.

EXPERIENCE

Arabity Automotive Marketing, 02/2023 - Current

Self Employed - United Arab Emirates

- Established the Arabity Dubai branch to expand automotive trading operations into the GCC region, with a focus on new vehicle import and export.
- Built relationships with authorized dealers, manufacturers, and logistics companies across the UAE, KSA, and Egypt to streamline high-value vehicle transactions.
- Managed end-to-end supply chain, including sourcing, negotiation, freight, customs clearance, and client delivery.
- Specialized in the export of GCC-spec vehicles to the Egyptian and Saudi markets, ensuring full compliance with local technical and customs regulations.
- Utilized advanced knowledge of the UAE's automotive market trends to maximize profit margins on specific, high-demand brands and models.
- Oversaw digital marketing, client acquisition, and B2B networking to position Arabity Dubai as a trusted trading partner in the region.

Used Car Trading Company, 02/2018 - Current

Self Employed - Egypt

- Established a used car trading business with a focus on sourcing and reselling high-demand vehicles in the Egyptian market.
- Oversaw vehicle acquisition, inspection, valuation, pricing, and sales, ensuring compliance with local transport, and tax regulations.
- Negotiated vehicle purchases from both local and international markets, including the UAE and Turkey, achieving favorable margins.



CONTACT

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SKILLS

- International trade and export management, proven ability to manage export and import operations across the UAE, Turkey, Egypt, Saudi Arabia, and China
- Procurement and supplier sourcing in the China market involves expertise in sourcing products and vehicles from Chinese suppliers, including price negotiation and quality control
- Automotive trading and market analysis, deep understanding of regional automotive demand and brand positioning across Arabic countries
- Logistics and shipping coordination skilled in organizing cross-border shipments, customs documentation, and freight optimization
- Business development and entrepreneurship experience

- Managed marketing, online listings, customer service, and after-sale support, building a strong client base through trust and reputation.
- Handled the full vehicle registration and transfer process, making transactions seamless and hassle-free for clients.
- Expanded operations through digital channels and targeted local marketing, achieving high inventory turnover rates.

Arability Car Trading Operations, 02/2022 - 01/2023

Self Employed - Turkey

- Launched Arability, a vehicle trading startup focused on bridging the Turkish and Arabic automotive markets.
- I built the company from concept to operation, including legal registration, supply chain design, and market strategy.
- Sourced used and new vehicles from Turkey's domestic market for export to Egypt, the UAE, and other Arab countries.
- Established business relationships with auto dealerships, logistics providers, and customs brokers to streamline cross-border trade.
- Oversaw every aspect of the operation, including pricing, inspection, documentation, and international logistics.
- Conducted market analysis to determine in-demand models and brand preferences in Arabic regions.
- Developed marketing material and a digital presence to position Arability as a reliable trading partner in the region.

Purchasing Officer and Logistics Manager, 01/2010 - 01/2018

Zahran Group - Saudi Arabia

- Conduct projects from the start through to completion, ensuring that work is completed on time and within its budget. Sometimes, in charge of a single scheme, or may look after several smaller ones.
- Responsible for preparing and handling subcontractors and vendors for mechanical, electrical, and civil works, either cash or account payable installment, with around 120,000,000.00 SR.
- I was responsible for inventory control, material handling, customer service, transportation and planning workers. Evaluate employees, prepare worker schedules, and ensure warehousing and distribution workers follow safety rules.
- Responsible for preparing and handling subcontractors and vendors for mechanical, electrical, and civil works, either cash or account payable installment, with around 25,000,000.00 SR.
- Maintain records of goods ordered and received, locate vendors of materials, equipment, or supplies, and interview them in order to determine product availability and terms of sales. Review purchase order claims and contracts for conformance to company policy.
- Responsible for preparing and handling subcontractors and vendors for mechanical, electrical, and civil works, either cash or account payable installment, with around 10,000,000.00 SR.

founding and scaling multiple businesses in competitive markets

- B2B relationship management strong network-building skills with dealerships, vendors, and international clients
- Regulatory compliance and documentation knowledge of trade laws, vehicle registration, and customs clearance procedures
- Strategic planning and operations management hands-on in managing daily business operations and long-term growth strategies

EDUCATION AND TRAINING

General Grad, Refrigeration and Air department, 01/2006
Alexandria Technological College - Industrial Technical Institute -
Alexandria, Egypt

- Project: central cooling unit with grade Excellent.
- GPA: Excellent with Honor grade

PROJECTS

Central cooling unit, excellent

TRAINING

- Project Planning, Gate Training Center
 - Executing Project, Gate Training Center
 - Preparing marketing for the project, Gate Training Center
 - Financial management for the project, Gate Training Center
 - Project control, Gate Training Center
 - Strategic management, Gate Training Center
 - Successful leadership characteristics, Gate Training Center
 - Time management, Gate Training Center
 - Social work proceedings, Gate Training Center
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CERTIFICATIONS

- Non Destructive Testing, American Society
 - Marketing and Business administration, International Arbitration Organization
 - I.C.C Certificate in Arbitration soft skills and political science Diploma
 - Human Resource Management, Gate Training Center
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PERSONAL INFORMATION

- Date of Birth: 09/08/87
 - Marital Status: married
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NONDESTRUCTIVE TESTING

Level II, Visual test (VT), Radio graphic Test (RT), Penetrant test (PT),
Magnetic test (MT)

LANGUAGES

Arabic:	Native	English:	C2
Native		Proficient (C2)	