|  |
| --- |
| HEMANT MOHANLAL VYAS  |
| **Present Address**: Flat no.13, Above Sangeeta Restaurant, Nahda Street, Bur DubaiTel: 0554405717 / 0522874579**Permanent Residence Address :**Nanak House, First floor, Flat no. 8, Pimpri, Pune- 411 017, Maharashtra, India. Email: hempon13@yahoo.com |
|  |
| Expertise/ Skills : 23+ years’ experience in Export-Import Documentation, Letters Of Credit, Trade Finance  & Documentation/ Global logistics/ Supply Chain / Commercial / Sales Support |
| Objective | * Partnerwith leadership to play a key role in an organization having business ethics drawing to value the **PEOPLE** (Customers/ Shareholders), **PASSION** (of achievements and developments**), PERFORMANCE** (in service, satisfaction of customers/shareholders/employees/vendors), **POWER** (of Man/machine/money in control)and **PRODUCTS** (beneficial Goal for GLOBALISED GROWTH).

Leadership Qualities like Self Motivated, Analytical abilities, Hard/smart working, Energetic, Proactive & good in all business related skills with time management performance, especially interpersonal, networking, Negotiation & Influencing skills. |
| Qualifications | * **MBA (FINANCE MGMT AND RISK MGMT) –** 2 years Distance Learning in continuation with National Institute of Business Management, India, accredited by INTERNATIONAL ACCREDIT ORGANISATION, USA.
* **BACHELOR OF COMMERCE** with 23+ years, experience in Accounts/Finance/LC documentation/Imports-Exports/ Commercial/Supply chain/ sales support etc.
* **POST GRADUATE DIPLOMA IN INT’L BUSINESS MANAGEMENT**. - International Business Banking Transactions **Letter of Credit documentation and Global Logistics/ Supply chain management.**
* **DIPLOMA IN INTERNATIONAL MARKETING MANAGEMENT**.- Experience in international marketing activities and INCO terms/ sales supports.
* **DIPLOMA IN EXPORT IMPORT MANAGEMENT.**
 |
|  |
| Recognitions |

|  |  |  |
| --- | --- | --- |
| Particulars | Period | Company name |
| ABOVE and BEYOND appreciation letter with rewards | July 10 | Vinmar International  |
| Certificate of Recognition | Apr 08 | Panasonic MME Fze |
| Certificate of Competence | Mar 07 | Port, Customs & Free zone |
| Certificate of Recognition | Jun 05 | Panasonic MME Fze |
| Performance Recognition- Marketing | Jan 02 | Kalyani Carpenter Sp steels |
| Cost Cutter Award with rewards | Nov 01 | Kalyani Carpenter Sp Steels |

 |  |
| ProfessionalExperience |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Period | Company Name | Location | Industry Type | Designation | Reporting  |
| Oct 2011 – Till 5/15/2014 on H1B Visa | Vinmar International Ltd | Houston, USA | Plastic, Chemical & Petrochemical products | Manager- Banking | Sr. Manager |
| June 2008 to Sep 2011 | Vinmar International FZE | Jabel Ali, UAE | Plastic, Chemical & Petrochemical products | Deputy Manager- Documentation & Banking | Executive Director |
| Jan 2005 to May 2008 | Panasonic Marketing Middle East Fze | Jabel Ali, UAE | Electronics and Electricals | Sr. Exec.- Supply chain | General Manager |
| Dec 2003 to Jan20 05 | Elpro International Ltd. | Pune, INDIA | Electrical products | Asst. Mger- ExIm  | General Manager |
| Jun 2000 to Dec 2003 | Kalyani Carpenter Special Steels Ltd. | Pune, INDIA | Steels | Sr. Export Officer | Executive Director |
| Feb 1995 to Jun 2000 | Finolex Cables Ltd. | Pune, INDIA | Electrical wires & cables  | Export Officer | General Manager |
| 1992 to Jan 1995 | Sharp International  | Pune, INDIA | Heat Equipment Systems | Assistant Manager- Exports | Director Finance |

**KEY RESPONSIBILITIES at Vinmar International Ltd (FZE):****Dubai office : From June 2008 to Mar 2011****USA office: From May 2011 to May 2014**\* PERFORMANCE MANAGEMENT (Average 500 Letters of Credit and documents per month) Letters of Credit- Develop, Implement and Maintain flow of Letters of Credit  business transactions, Scrutinizing and Mitigating risk in Letters of Credit, Supervision of  Documentation and Banking, Negotiation of documents and charges with various  international banks. Customer, Bank Analysis and MIS reports. Compliance checking as  per US and other international laws.\* RELATIONSHIP MANAGEMENTFollow up for LCs, aval drafts, payment advance/collections. Liasoning with  Banks and maintain and develop relationship. Negotiating charges/ rates with banks**\* PROFESSIONAL MANAGEMENT** Training and updating to subordinates, team mates on subject of work and other  initiative/motivating topics.\* CUSTOMER SERVICE/ RELATIONSHIP MANAGEMENT- full satisfaction of  Customers/ Traders by providing full SUPPLY CHAIN SOLUTION activities.

|  |
| --- |
|  |

|  |
| --- |
|  |

 |  |
| Achievements | * Jan 2005- May 2008 PANASONIC MIDDLE EAST FZE - J’Ali, DUBAI

\* Streamlined Documentation under Letter of Credits (US$100million per year) and reduced processing  time to 6 days from 20 days for submission to banks and collection of funds from customers (Jordan,  Lebanon, Syria, Saudi Arabia, Dubai, Bahrain, Qatar, Mauritius etc).\* 100% achievement in regards to imports, exports, logistics, payment receipt and bank/ commercial matters  etc. for MAKKAH PROJECT, KSA (5 Billion US dollar world renowned project near holly site Makkah by  KSA Govt. , (Project worth 10 million SAR in first phase, total 50 million SAR project of supplying,  installing of Plasma Displays and IP CCTV cameras in 3 years from 2005 to 2007) under LC terms.\* 100% achievement in regards to sales co-ordination, Documentation for exports of CTV’s manufactured in  In Egypt for sale to Syria and Mauritius.\*Handled Stock and Sale transaction with 3PLs in support to all other Gulf countries, total business  Volume upto USD100 million per month.\* Successfully managed Warehousing/ Shipping / Inventory management activities for all over Gulf* Dec 2003-Jan 2005 ELPRO INTERNATIONAL LTD., (ISO 9001) Pune

\*Updated all the records and new/ renewal registration formalities carried out.\*Streamlined Bank Guarantee records/ procedures in co-ordination with branches and Banks  for Domestic / Exports customers.\*Duty drawback benefit of Rs.4.00 lacs availed on deemed export benefits under project by  agencies/institutions under bilateral agreement financed by Asian Development Bank.**2000-2003 KALYANI CARPENTER SPECIAL STEELS LIMITED, Pune** * Promoted as Sr. Executive – Exports within One year of Joining.
* Awarded the certificate of COST CUTTER with cash prize by the management in 2002.
* Declared the best performer for the year 2001-02.
* New countries added to the list of exports by procuring orders from Malaysia & Australia..
* Additional responsibility of support marketing for Specialized steel products accorded by

 the management.* Worked under fully independent and decision making environment.

1995-2000 FINOLEX CABLES LIMITED (ISO 9002) Pimpri, Pune* Changed manual environment to computerize for preparation of documents.
* Reduced local transport freight by negotiation with transporters.
* Availed best freight rates from Shipping line/Air line or its agents.
* Implemented logistics for packing, dispatching etc.
* Achieved high level of customer satisfaction by supplying goods fully in terms of quantity
* and value of their order.
* Responsible for implementation of Export documentation under SAP R/3.
 |
| Computer Proficiency | * Fully conversant and proficient with MS OFFICE packages viz: MSWORD, EXCEL, POWER POINT, MS ACCESS and ERPs such as SAP, BAAN, ORION etc.
 |
|  |
| Personal Information | Marital Status : Married Children(s) : One Nationality : Indian Father’s Name : Mohanlal Vyas Age : 44 years (DOB:13/01/1970) Place of Birth : Mumbai, India Height : 180 cm. Passport : Valid up to 6th February 2022Driving License : Valid India and UAE car driving License  |