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| **First Name of Application CV No 1639656**  Whatsapp Mobile: +971504753686  New_logo.gif  To get contact details of this candidate Purchase our CV Database Access on this link.  <http://www.gulfjobseeker.com/employer/services/buycvdatabase.php>  **CV for Business Development Manager** |  |

A **competent professional** with comprehensive experience ofpredominantly in Operations, Sales, Marketing and Business Development in Shipping and Freight Forwarding with renowned companies in **India**. Profit focused with excellent track record of driving business operations to profitability in startup, turn around, and high growth situations. **True team leader** and a natural motivator with strong analytical and administrative skills, with **solution based approach**.

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| Career Objective: |
| Looking forward for a challenging career in **Freight Forwarding/Logistics/Shipping line/NVOCC** where creativity is appreciated and to work in lively and competitive environment where I can use my personal skills professionally for the benefit of the organization, accept challenging assignments and can learn more through guidance and experience using my Technical and Managerial skills. |

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| **Work Experience** |

* Had 9 months work experience in **BENGAL LLOYD LINES INTERNATIONAL PVT LTD** as a General agent of **MIN SHENG LINES PTE LTD**.
* Role-: **Business Development cum Operation manager**- Commercial(Leading a Team of 10 people).
* Duration-: June 2015 to till date.
* Location-: New Delhi, India.
* **Work Profile**-:
  + - **Business Development-:** I have to do negotiation with shipping lines/freight forwarders/agents for slot negotiation.
    - Generating business with clients (Shipper/CHA/Forwarder).
    - Also Handeled nomination shipments and have a very good knowledge of LCL/FCL shipments.
    - Developing market and Exploring new Business for the company.
    - Handling individually the Corporate Accounts for Export and Imports of Sea shipments.
    - Handling the Projects, Break Bulk and RORO Consignments from point of origin to the point of destination on the assigned business.
    - Maintain & develop relations with Exporters, Importers, and Overseas Agents for the smooth operation of the on-going business.
    - Pre-planning and coordinating with the transporter and shipper for smooth operation and in some cases explaining and handling the procedure for heavy lifts and over gauge cargo to Shipper/Consignee.
    - Rates comparison on different mode of transport and advising the client on the best route and transport mode, in the best interest of the client.
    - Developing new corporate accounts for the benefits of the company.
    - Existing Customers follow-up for new shipments as well the invoices for the payment.
    - Co-ordinate with the custom broker for the smooth operation of the shipments.
    - Closely follow-up with the operation team for all the shipment and timely update the shipper and consignee.
    - **Inventory-:** I have to constantly keep a record of the Inventory/ECR(Equipment Report).
    - On hire/ Off hire of containers.
    - **Procurement-:** It is my responsibility to approve rates on enquiries floated by agents on a case to case basis and keep the proper record for monthly SOA reconciliation.
    - **Local terminal/vendor charges-:** I have to monitor the Local charges incurr by the Line/agents at icds/ports.
    - **Slot arrangement** through communication with different shipping lines for that i have to monitor the market scenario.
    - **Market Research-:** Market survey, Booking forecast/feasibility study in different sectors to start a new feeder service.
    - **Document verification-:** Verifying the documents that it is issued as per the standard guidelines.
    - **Customer Support-:** I am the key contact of agents to provide the information on behalf of principle and is responsible for overseeing and coordinating all aspects of the shipments.
    - Ensuring that documents are available to the POL(Port of Loading)/POD(Port of Discharge) agents at right time in right format, providing a smooth communication between them.
    - Acts as a bridge and provides a smooth platform/communication between the POL/POD agent.
    - Tooks soul responsibilty in moving a shipment from POL to POD.
    - I have to maintain all records of movement of every shipment from their respective ports.
    - **Vessel handling-:** Monitoring of vessels and containers, collection of load lists which include container No., Port of Discharge, B/L No., shipper/MLO etc. Manifest and Terminal Departure Report (TDR) has to be kept in record for every shipment.
    - I have to collect the final booking list from respective agents just before arriving the vessel in respective port.
    - I have to keep updated record for proper collection of detention and demurrage for each container on the weekly basis.
* Had 2 year work experience with **BREEZE PROJECT INDIA PVT LTD**.
* Role-: **Sr. Executive**- **Sales and Marketing**
* Duration-: September 2011 to January 2013.
* Location-: New Delhi, India.
* **Work Profile**-: .
* Developing market and Exploring new Business for the company as assigned.
* Handling individually the Corporate Accounts for Export and Imports of Sea shipments.
* Maintain & develop relations with Exporters, Importers, and Overseas Agents for the smooth operation of the ongoing business.
* Pre planning and coordinating with the transporter and shipper for smooth operation and in some cases explaining and handling the procedure for heavy lifts and over gauge cargo to Shipper or Consignee.
* Rates comparison on different mode of transport and advising the client on the best route and transport mode, in the best interest of the client.
* Developing new corporate accounts for the benefits of the company.
* Existing Customers follow-up for new shipments as well the invoices for the payment.
* Co-ordinate with the custom broker for the smooth operation of the shipments.
* Closely follow-up with the operation team for all the shipment and timely update the shipper and consignee.
* Handled Export/Import shipments, Sea (FCL/LCL).
  + - Analyzing shipping instruction.
    - Checking draft copy of Bill of Lading.
    - Checking MBL and releasing HBL.
    - Assisting accounts team in preparing SOA for each shipment.
    - Follow up with shipping line and customer/CHA.
    - Overseas issues and trouble shooter
    - Interface between the Customer and the internal team.

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| **Professional achievement:** |

* Had attended international commercial meeting at Bangladesh (Dhaka city) to understand/bridge the gap between the management styles/practices between India and Bangladesh.

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| **Professional skills:** |

* Liner service.
* Slot charter arrangements through feeder.
* NVOCC full operation.
* Freight Forwarding.
* 3PL and 4PL logistics.

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| **Software skills:** |

* Programming Language: C, C++, and PHP.
* Database: Sql Server 2008, MySql
* Operating System: Windows xp,and later
* Web Tool: HTML,CSS.
* Experience in installation and administration of mail Support, LAN, MAN, WAN, Windows NT, PCs, servers, CISCO Switches/ Routers and Microsoft Office application.
* Specialized in maintaining servers and clients as well as resolving all service related programs.
* Performance-driven, entrepreneurial engineer with continuous advancement and expertise in technical application/ engineering.
* Proactive self-starter with track record of initiative, personal responsibility, ownership of work and Troubleshooting Ability
* Quick learner and adaptability to new environments and working cultures.

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| **Education Qualification:** | | | | | |
| **Examination** | **Year** | **University/Board** | **Percentage/SGPA** | **Institution** |
| MBA  (International Business) | 2015 | Jamia Millia Islamia University | 8.425 | Jamia Millia Islamia University |
| B.Tech( IT ) | 2011 | U.P.T.U  Lucknow | 73.64 % | BBIET & RC. |
| Intermediate | 2007 | CBSE | 74.60 % | Glenhill School. |
| High School | 2005 | CBSE | 75.20 % | Sunbeam School. |

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| **Academic Projects/Reports:** |

1. **Title:** India’s Bilateral Trade relation with GCC (Gulf Cooperation Council).

**Description:** A comprehensive study on Gulf Cooperation Council with special focus on International Trade and expatriate.

1. **Title:** Supply Chain Management

**Description:** Role of Supply chain for the growth of an economy and benefits incurred by an organization and In-house supply chain of Yusen Logistic India ltd.

1. **Title:** Logistic Management

**Description:** Role of logistic management towards the growth of a country. Its contribution towards the GDP of India, comparison with developed countries. Challenges faced by logistic industry in India.

1. **Title:** Strategies which China is adopting for improving its economy

**Description:** Deep Study of China’s economy and their Strategies.

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| **Industrial Training:** |

* 7 Week industrial Training in **YUSEN LOGISTIC INDIA**

Project Undertaken **Supply chain management**.

Duration: May, 28 2014 to July, 18 2014.

* 2 month Summer Training on a Social networking site using PHP, SQL 2005. From IBM ceis Lucknow.
* C#, ASP.Net from Simplex Institute Rathyatra Varanasi.

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| **Role as an Intern in YUSEN LOGISTIC INDIA Ltd.** |

* As an CSU(**Customer Service Unit**)
  + - * Preparing DSR(Daily Survey Report)
      * Prompt response to the user’s query
      * Overseas issues and trouble shooter
      * Interface between the user and the Yusen team
* As an DOC(Document)/Operation
  + - * Coordination with internal opeartions
      * Back end operations
      * Work according to standard operations

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* Comprehensive problem solving abilities.
* Quick learner and decision maker.
* Determination, Dedication, and Discipline.
* Strong Communication and Interpersonal skills.
* Ability to deal with people diplomatically.
* Willingness to learn team facilitator hard worker.
* Flexibility according to work condition.
* Expertise in computer hardware and software.
* Ability to use one or more software development language (C++, PHP, HTML, etc.)
* Ability to work in a team.
* Eye for details and identifying problems.

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| **Personal Profile:** |

**Marital Status** : Single

**Gender**  : Male

**Date of Birth** : 06/01/1989