Curriculum Vitae

#  PROFILE SUMMARY.

***Mr. Dennis***

**AREA OF INTEREST**

Generate Sales. Customer Relation. Volume forecasting. Pricing and Quoting. Building new customers.

Opportunities generation. Business Administration.

Sea Freight Air Freight Land Freight

**EDUCATION**

**MBA, Shipping & Logistics. Master of foreign trade.**

A meticulous ***Senior Business Development Executive*** who undertakes complex assignments, meets tight deadlines and delivers superior performance. Possesses **MBA** in ***shipping and logistics management*** and **4 years** professional experience in business development, managing enquiries,

sales, business processing and customer satisfaction. Expert in MS office suite. Operates with self-motivation and enthusiasm.

#  STRENGTH AND EXPERTISE.

* Acquire new customers and maintain existing clients.
* 4year of experience in the shipping and logistics industry.
* Negotiating and renegotiating by phone, email, and in person.
* Strive towards reaching sales target.
* Volume forecasting and capturing sales opportunities.
* Experienced in customer relationship management tools.
* Proficient in pricing and product strategies.

#  PROFESSIONAL EXPERIENCE.

## Senior Business Development Executive. Nov. 2018 – Present.

**Navio Shipping LLC, Dubai. UAE.**

* + Identify & develop new clients for freight forwarding business.
	+ Generate stipulated business revenue and achieving assigned monthly sales targets.
	+ Regular business meetings and delivering strategic sales presentations to the new/existing clients.
	+ Quote and negotiate rates with clients based on their inquiries.
	+ Maintain and ensure smooth business.
	+ Reporting to the managers about the current industry trends and competitor activity.
	+ Sales pre planning and daily/Weekly highlights on prospective clients as well as secured businesses.
	+ Co-ordination with CS/operations dept. for the smooth running of shipments.
	+ Monitoring outstanding and credit with clients within agreed terms.

## Senior Business Development Executive. Nov. 2016 – Nov. 2018

**Inchcape Shipping Services LLC, Abu Dhabi. UAE.**

* Prompt and accurate order initiation.
* Regular business meetings and delivering strategic sales presentations to the new/existing clients.
* Pricing, quoting and following up to make sale.
* Liaise with clients and maintained fruitful relationships with existing customers.

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| **VISA STATUS**UAE Resident Visa Expiry Date : 15/11/2018.**PERSONAL DETAILS**Date of Birth: Nov 3rd 1990.Gender: Male Marital Status: Single.**LINGUISTIC SKILLS**English, Hindi, Malayalam and Tamil**COMPUTER PROFICIENCY****MS Office Suite :**MS Word, MS Excel and MS Power point. Tally,Peachtree.**Extra-Curricular Activities**Traveling, Music Sports, Reading, Walking. | * Keen on providing excellent standards of service with care attitude.
* Listening to customer requirements and negotiating appropriately to confirm the business.
* Ensure prompt and effective resolution of customer complaints, and escalate issues to immediate superior whenever required.
* Ensure on‐ time and efficient shipment movement
* Assist with total customer satisfaction and prepare accurate Invoicing.
* Actively pursue sales and business building opportunities through telephone sales expertise.
* Update on industry trends as well as about competition environment.
* Proactively communicate with sales, administrative and management tea m members on all service and operational issues.
* Monitoring outstanding and credit with clients within agreed time frames.

**Business Development Executive. *Feb. 2016 – Oct. 2016*****Lulu Office Movers LLC, Abu Dhabi.UAE.****Business Development Executive. *Jan 2013-June2014.*****Appco Group Asia. Chennai. India.** **ACADEMIA.** * + **MBA in Shipping And Logistics Management.** 2016.

Academy of Maritime Education and Training. (AMET University, Chennai). Aggregate - 80%.* + **Master Of Foreign Trade.** 2016.

Academy of Maritime Education and Training.(AMET University, Chennai). Aggregate - 75%. **TECHNICAL SKILLS AND CERTIFICATES.** * Proficient in **Microsoft Office Suit**: Advanced Excel, Word, Power point, Outlook, Photoshop.
* SAP, **Tally** 7.2 & 9, Peach tree.
* Child Rights and You (**CRY**) membership.
* **British Council Intermediate Certificate**. (Speaking, Listening, Presentation& Hearing).

 Personal Contact : dennis-287398@2freemail.com  Reference : Mr. Anup P Bhatia, HR Consultant, Gulfjobseeker.com 0504753686 |
| **DECLARATION:**I hereby declare that the information’s furnished above is true to the best of my knowledge and belief.Date: Yours faithfully,Place: Dubai. ***Mr. Dennis.*** |