***Curriculum Vitae***

***SHAHUL, BSc,.***

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*SUMMARY*

* *Profile : Male, 45, Married*
* *Nationality : Indian*
* *Current Location : Jeddah, Saudi Arabia*
* *Current Position : Marketing Specialist / BDM*
* *Company : Dragon Freight Intl, Jeddah, Saudi Arabia*
* *Preferred Location : Jeddah*
* *Salary Expectation : Excellent Package with Family Status*
* *Academic Qualification : Degree holder in bachelor of Science(Physics)*
* *Positions looking for :* ***Operation Manager / BDM***
* ***Freight Manager, Import Manager, Export Manager and Logistics & supply Chain Manager.***

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***MAIN OBJECTIVES:***

*Responsibilities:*

* *Head and supervise the Operations, Sales and commercial aspects of the freight forwarding Business Unit.*
* *Responsible for the profit and loss of the business Unit.*
* *Manage service and liaise with the Group’s Existing Customer base*
* *Develop and expand new customer base outside the Group’s Existing Clientele.*
* *Interact and correlate with the Customs Department and related licensing authorities.*
* *Control, monitor and ensure optimum deployment of vehicles and drivers at all times.*
* *Ensure the integrity of the Business Unit via check and controls mechanism and established Standard Operating Procedures.*

*Additional qualifications:*

* *Minimum 12 Years of experience in logistics, haulage, forwarding and road Trucks operations and able to handle complete freight forwarding business.*
* *Able to handle Projects (experience of handling 3 Projects in GCCIA- al fadhili, MARAFIQ- Jubail, SIDEM)*
* *Able to liaise with the authorities such as the Customs Department, Transport dept.*
* *Hands-on attitude with sound knowledge of security and safety with working experience with ARAMCO.*
* *Smart, quickly and alert with good investigations skills.*
* *Good communication skills with the ability to effectively interact with a diverse group of people.*
* *My IT exposure is excellent.*
* *My Strong leadership traits with the ability to enforce, coach and train teams.*
* *Familiar with all freight forwarding services and related business.*

***WORK EXPERIENCE***

*April 2013- till today* ***DRAGON FREIGHT INTL, Jeddah as an Business Development Manager / BDM****)*

*(In charge for Operation & Sales)*

* *Established this company from Scratch and working till today.*
* *Customs brokering for import air & sea cargo. Transportation to all destinations in Saudi Arabia.*
* *Storage warehouse, professional packing / palletisation and complete logistics delivery services as required by customers.*
* *Export transport of containers, customs clearance, booking containers with shipping application for export manifest.*
* *Securing customers for import customs clearance and import freights.*
* *Follow up with customs brokers and handling complete operation till delivery*
* *Establish worldwide agents for handling import cargo from various countries*
* *Managing sales & cost and reporting management for sales profit every month*

*April 2011- till March 2013* ***GULF EXPRESS, Jeddah as Operation Manager*** *Operation / supply Chain Management*

*(In charge for operation, warehousing & Supply Chain)*

* *Established this company from Scratch and working till today.*
* *Company own customs brokering for import air & sea cargo.*
* *Securing customers for import customs clearance and import freights.*
* *Follow up with customs brokers and handling complete operation till delivery*
* *Establish worldwide agent for handling import cargo from various countries*
* *Managing sales & cost and reporting management for sales profit every month*
* *Toyota Spare parts air import, warehousing & supply chain management*
* *Left company for new assignment to establish new company for Dragon Freight Intl, Jeddah.*

*Aug 2008- till March 2011* ***WAAN Logistics as an Operation Manager***

*(In charge for operation and sales teams)*

* *Established this company from Scratch and working well.*
* *Setup worldwide agent networks to arrange for import shipments.*
* *Setup strong customs clearance and transport services from Jeddah, Riyadh and Dammam seaports.*
* *Training given to Sales representatives to improve sales and operational executives to improve customer service.*
* *Receive sales reports from sales reps and send a weekly report to Management.*

*Aug 2007 – July 2008* ***TFPL CO LTD DAMMAM, Saudi Arabia***

***Branch Manager***

*In TFPL- Promoted & Worked as Branch Manager in DAMMAM, KSA.*

* *Managing Dammam Branch with 6 employees, this branch was exclusive only for project, had a working experience in MARAFIQ desalination and FADHILI Power Plant projects, heavy equipment imports, custom clearance (duty exemption formalities), transportation and warehousing.*
* *In these projects I was in charge in preparing project offer after getting all charges from local customs, transportation, warehousing & heavy equipment agents. I have been authorized to send the official offer directly to Overseas partner agents and if required negotiation and revision will be done according to their requirement to get this business.*
* *Shall commence this work once these projects are awarded to us.*
* *Shall execute this project with our 6 people team and if necessary we will add more people to complete the job.*
* *Shall update web tracking on project site to make sure all necessary details will be received by our overseas project partner.*
* *Weekly reports and monthly report to be given to Overseas Project office as well our Head office in Jeddah simultaneously.*

*Aug 2006 – July 2007* ***TFPL CO LTD JEDDAH, Saudi Arabia***

***Senior Operation Executive***

*Promoted and worked as Senior Operation Executive.*

* *Supervising the Operation Employees in Export and Import depts...*

*Aug 2004 – July 2006* ***TFPL CO LTD JEDDAH, Saudi Arabia***

***Import Operation Executive***

* *Excellent experience in Import air, sea and overland (land import from Qatar, UAE, Bahrain, Kuwait and Jordan) freight shipments.*

*Airfreight: Obtaining rates from our overseas agents for import shipments and provide quotation to our customer, upon confirmation we will arrange the shipment, sending shipping advice and all relevant docs to customers.*

*Sea freight: Obtaining rates from overseas agents, providing quotation to our customers, upon confirmation will arrange the shipments.*

*Customs clearance: Shall take care of customs formalities, duty exemption formalities on project cargo, having strong knowledge in customs regulation of importing goods into Saudi Arabia.*

*Aug 2002 - July 2004* ***TFPL CO LTD JEDDAH, Saudi Arabia***

***Export Operation Executive***

* *Excellent experience in Export Operation in airfreight, Sea freight & Overland shipments:*

*Airfreight: Obtaining rates from Airline agents, offer to customers to execute the jobs.*

*Sea Freight: Obtaining rates from various shipping lines to quote the best rates, sending shipping application to shipping line for manifest, export customs formalities, collect Bs’L and handing over to customers.*

*Overland: Exporting to all Arab and gulf countries – Getting rates from transporters, offering to customer to executive the Transportation crossing export and import borders to destination(negotiate the rates if required with customers and our agents).*

*Mar 1992 – Sept 1999 SAUDI ARAMCO, DAMMAM / PSS, MUMBAI Saudi / India*

***SECRETARY***

*1995-1999 ABQAIQ Gas plant, Saudi Arabia: Worked as a Secretary for superintendent in Saudi ARAMCO, Utilities department.*

*1992-1995 Mumbai: Worked as secretary and EDP supervisor at prudent share services in Mumbai. Undertaking re-conciliation work for company’s share holders transaction preparing paid, unpaid, duplicate warrants after collecting the warrants from banks, tallying the amount paid and unpaid amount, preparing report and sending to the concern company. Maintain the company files of transaction, letter writing and correspondence jobs.*

* *End -*