**BHANU**

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**Seeking senior level assignments in Logistics / Operations Management with a leading organization of repute in Shipping / Third Party Logistics Solutions industry preferably in Gulf**

**Profile Summary**

* A seasoned professional with nearly 29 years of experience in:

~ P & L Accountability ~ Sales Operations ~ Business Development

~ Profit Centre Operations ~ Logistics ~ Operations Management

~ New Business Set-ups ~ Distribution Management ~ Manpower Leadership

* A keen planner, strategist and implementer with deftness in implementing strategies aimed at ensuring successful promotion of new products / services amidst highly competitive market conditions, in a global environment.
* Demonstrated skills in liaising with local and multinational suppliers, customers and Government authorities
* Possesses credibility & integrity that leaves long lasting business relationships with decision makers, motivates employees and generates loyalty.
* Global market vision with prudent business assessment, combined when required with flexibility & detail analysis
* Expertise in managing all phases of sales development cycles, from prospecting, detailed presentations & negotiation to closing & following up activities
* Possess a solid understanding of a diverse range of business management applications, including market analysis, content development, sales & marketing operations & team building
* Holds the ability to formulate and implement tactical initiatives to achieve corporate strategic goals
* Proficient in monitoring the performance of employees to ensure efficiency in operations and meeting of KRA’s & providing training to increase efficiency
* Effective communicator & team leader combined with flexible and detail oriented attitude with the ability to interact effectively with people of diverse nationalities across globe

**Core Competencies**

* Making the sales operations most effective in terms of profits, revenues and costs, establishing result driven sales systems and processes at dealership or distributor end
* Identifying and developing the potential clients in the international market, generating the business through market research
* Creating strategic brand partnerships with distributors and other international companies that grew the business and brand awareness as well as the strategic partner’s business
* Ensuring availability and delivery of right quality materials at the right time, price and terms
* Managing all procedures of trading including handling various formalities, shipping, documentation for clearance of consignments and logistics
* Interfacing with clients for suggesting most viable product and cultivating relations for securing repeat business
* Leading, training & monitoring the performance of team members to ensure efficiency in operations and meeting of individual & group targets
* Observing, receiving, and otherwise obtaining information from relevant sources Establishing corporate strategies for achievement of top-line & bottom-line targets
* Monitoring and controlling the spending of resource efforts in Sales as well as Pre-Sales Handling business planning operations & analysis for assessment of revenue potential
* Providing timely updates to the Management, Peers from various Business Units and Sales/ Pre-Sales team effectively to achieve greater coercive working environment Rendering guidance, motivation & training to the teams
* Establishing long-range objectives and specifying the strategies and actions to achieve them
* Analyzing information and evaluating results to choose the best solution and solve problems
* Encouraging and building mutual trust, respect, and cooperation among team members
* Developing specific goals and plans to prioritize, organize, and accomplish the assigned task
* Formulating strategies & reaching out to the unexplored market segments for business expansion Exploring new business opportunities in various segments along with concerned branches
* Developing relations with key decision makers in target organizations for business development in pre-sales negotiation stages

**Organizational Experience**

**Since April.2014 till May.2016 –worked with Swift Worldwide Logistics WLL,Doha, Qatar, worked as General Manager for Qatar, UAE & Oman**

* Self did a total turnkey project Single-handedly for the group company to create a Logistics set up in Doha, Qatar with a plan of expanding our operations in UAE & Oman very soon.
* Meticulously contributed in the formation of the company and arranging to do the entire process by self as a total turnkey project.
* Started operations in Doha, Qatar w.e.f Aug.2014 and started in Oman during Feb.2015. Planning to start the operations in UAE very soon by second quarter of 2016.
* Am responsible for all branch’s P&L and planning to hit minimum usd.40,000/- per month as gross profit from all activities put together with a team of around 15 members staff in each location.

**Since Feb’08 with IAL Logistics LLC, Oman**

**Growth Path:**

Feb’08- Nov 08 Regional Manager for GCC region for IAL Container Line (UK) Ltd

Dec’08-March.2014 Country Head in Oman / Regional Manager for Oman.

**Key Result Areas:**

* I was accountable for enhancing the imports & exports business share in Oman within our scope of services for IAL Container Line ( UK) Ltd.
* Looked after the expansion of branch offices in Sohar & Salalah and also creating warehouse & distribution centre in Muscat, Oman as the second phase of the project
* Spearheaded business activities and contributing towards the attainment of high results in performance by all branches eventually

**Highlights:**

* Proven track record of consistently achieving the assigned business targets for the liner service.
* Single-handedly carried out the turnkey project for the group company
* Meticulously contributed in the:
* Turnaround of the company into profits wef Nov’09 after working in the market exclusively from Jun’09 by removing the appointed Branch Head by the HR Dept who could not perform well
* Increase in strength from 6 to 10 with more staff in sales & customer service within a span of 15 months
* Arrangement of around 600 containers of exports from Oman to various countries with the support of many major exporters in Oman
* Registration process with ministry of commerce, chamber of commerce & municipality offices
* Set-up of the ideal month budget for the branch
* Establishment of office space at the heart of the city with the most competitive rental agreement
* Recruitment of around 10 staff locally including the branch manager from India
* Introduction of selling process at business from Jan’09 and supported the branch head & the sales team to get established in the market
* Starting new ventures and bagged large contracts

**Worked as Chief Operating Officer from Aug’04-Jan.08 with Al Quoz, Dubai, UAE as Chief Operating Officer for IAL Logistics Emirates LLC ( Warehousing & Distribution Centre)**

**Key Result Areas:**

* Spearheaded the P&L of the W&D division as well as monitored each staff’s plan of action on a daily basis with the support of the warehouse operations in charge & supervisors
* Instrumentally Targeted new corporate customers & sold `One Window Operation’ or one stop-shop concept to them and convinced all customers to use the organization’s facilities/services
* Conducted joint sales calls with the sales staff to the potential customers especially to credit customers so as to ascertain the business pulse in terms of financial stability too
* Managed the annual staff appraisal, self-reviews the performance of each and every staff of the division periodically
* Carried out the review of work plan set by the Operations Manager against major movements of cargo onto the floor for value additional requirements against project cargo movements to ensure unwanted delays on the floor

**Highlights:**

* Skillfully managed International & In Country logistics requirements of all our customers such as sea freight, air freight, cross border & local distribution requirements, etc
* Significantly contributed in the set-up of professional warehousing & distribution centre with a team of 22 staff in 60000 sq feet space with 7000 pallet locations in Al Quoz area with support of WMS (ATMS)

**Previous Experience**

**Mar’03-Aug 04 with IAL Logistics Emirates LLC, UAE as Sales / Business Development Manager**

**Jul’92-Feb’03 with Khimji Ramdas Shipping Division, Muscat, Oman**

**Growth Path / Deputations:**

Sales Executive for DSR Senator Lines, Muscat

Senior Sales Executive

Sales & Marketing Manager at Universal Freight Services Co, Muscat

**Aug’87-May’92 with Teejay Shipping Company (A Division of Choice Group of Co), Cochin, Kerala, India as Sales Executive (Muscat)**

**Academic Details**

* MA (Literature) from Kerala University, in 1989 completed.
* BSc (Botany) from Sacred Heart College (Kerala University), Thevara in 1984

**Trainings**

* Underwent Management Training Programme in:
* Sep’89 conducted by Choice Training Centre
* 2000 conducted by Khimji Ramdas HRD, Muscat

**Extracurricular Activities**

* Proactively staged number of times as a musician (guitarist) on various occasions in India, Sultanate of Oman & UAE
* Deftly organized various cultural events for various causes including fund raising programme in Oman for various people who were suffering from serious illness

**Social Engagement**

* Served as a part of Indian Social Club and organized cultural activities, charity programs, etc in Oman