**PERSONAL INFORMATION:**

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| **Nationality:**  | India  |   |
| **Birth date:**  | 10th December, 1979  |
| **Gender:**  | Male  |
| **Marital Status:**  | Married  |
| **Hobby:**  | Cricket, Music, Travelling  |
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**PROFESSIONAL PROFILE:**

Having knowledge of Shipping, Freight Forwarding and LCL Consolidator. Energetic and ability to work in a challenging and demanding environment. Acquire good organizational and management skills. Ability to work independently and meet deadlines. Knowledge of basic operating systems like Microsoft Word, Excel, PowerPoint, internet and database. Having excellent verbal and written communication skills.

**WORK EXPERIENCE:**

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| 18TH JANUARY 2016 To TILL TODAY  | **OMEGA SHIPPING AGENCIES PVT. LTD. (ABRAO GROUP OF COMPANIES) AHMEDABAD, INDIA - BRANCH MANAGER** * Representing WAN-HAI LINE, INTERASIA AND BLUE WATER LINES.
* Reporting to the M.D. (Mr. George Abrao and Mr. Lenny Abravo) and also Vice President – Commercial (Mr. G.D.Grover).
* Managing team with 5 personals (including 1 sales person, 1 documentation,1 Customer Service, 1 Operation and 1 Accountant).
* Consistent assisted Sales and Documentation Dept. which helped in enhancing knowledge on terms of Negotiable Documents.
* Maintained that each principals requirement fulfil with set targets are achieved.
* Other responsibilities include Strategy Planning, Sales, Market Analysis, Tariffs, Commercial Functions, Accounting collection, etc.
* Expansion of company’s business in ICD Ahmedabad and surrounding areas like., Sanand, Viramgam, Mehsana, Kadi, Kalol & etc., by catering to their EXIM requirement.
* Categorizing & handling key accounts, VIP clients & nomination shipments.
* Negotiating rates & confirmed deals based on volumes & commitment.
* Supported in resolving bottle necks and liaise with public shipping department.
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| 13TH APRIL 2007 to 28TH DECEMBER 2015 | **TRANSWORLD GLS (INDIA) PVT LTD (TRANSWORLD GROUP OF COMPANIES) AHMEDABAD, INDIA - BRANCH MANAGER** * Representing OOCL LINE, BLPL SINGAPRE (LINE), and IGNAZIO MESSINA.
* Started Freight Forwarding activities from December 2011 onwards.
* Reporting to the Chief Executive Officer (Mr. R Babuji) and General Manager (Mr. A Raman).
* In 2012 twice time attended Budget meeting held at SINGAPORE BLPL office.
* In 2014 attended Budget meeting held at Bangkok.
* Managing team with 6 personals (including 2 sales person, 3 documentation and 1 Customer Service).
* Other responsibilities include Strategy Planning, Sales, Market Analysis, Tariffs, Commercial Functions, Accounting collection, etc. Development of company’s business in ICDs surrounding Ahmadabad like., Baroda, Rajkot, Bhavnagar, Jamnagar, Mehsana & etc., by catering to their EXIM requirement.
* Identifying & handling key accounts, VIP clients & nomination shipments.
* Negotiating rates & finalized deals based on volumes & commitment.
* Ensured that each principals requirement fulfill with set targets are achieved.
* Gained excellent experience in operational activities as a LCL consolidator and Port activities at Pipavav.
* Regular assisted Sales and Documentation Dept. which helped in enhancing knowledge on terms of Negotiable Documents.
* Handled the tasks of providing shipping facilities through data collection, analysis and negotiations.
* Accountability for evaluating the performance of terminal operations at Pipavav port for OOCL.
* Assisted in settling bottle necks and liaise with public shipping department.
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| 24TH MAY 2001 to 10TH APRIL 2007  | **STAR FREIGHT PVT. LTD. (JBS GROUP OF COMPANIES)** **Ahmedabad, India - Assistant Manager** * Represented MCS - General Agent of YML, AAL, TOL and SEAHORSE - General Agent of KMTC, ANL.
* Reporting to the Director (Mr. Samir Shah).
* Evaluating business at Ahmedabad & setting parameters to meet revenue as well as TEU targets within budgets allocated.
* Generation of Import as well as Export leads.
* Handled trade order processing, shipping documentation and daily inventory managements.
* Enhanced market share through regular personal meeting and maintaining excellent relation with customers.
* Handled the tasks of providing shipping facilities through data collection, analysis and negotiations.
* Prepared Daily, Weekly and Monthly reports to submit Principals and Managements.
* Monitored daily collection and deposit report. Qualified for Internal Auditor for ISO 9001:2000.
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**EDUCATION:**

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| 1999 to 2000  | N.C.Bodiwala Commerce College Ahmedabad, India **Degree:** Bachelor of Commerce  |

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