**CURRICULUM VITAE**

**HILER**

**C/o-** +971505891826

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**CAREER OBJECTIVE:**

Seeking a challenging and prospective career in the field of Freight Forwarding shipping Logistics, where I can apply my experience, diversified skills and leadership ability as well as trigger up a beneficial association where personal growth and organizational go to hand in hand and develop into specialist by learning and applying new skills, besides enhancing the existing skills. Scale to unlimited heights in the field of all round knowledge. Have acumen to motivate lead and direct team and wish to be suitably reward.

**EDUCATIONAL QUALIFICATION:**

Graduate (B.Sc) (PHY, CHE, MATHS), From Osmania University-Hyderabad

MBA from St. Johns, Bangalore with Special coach of 1yr in HRM

**COMPUTER SKILL:**

Operating System: Windows 7, Windows XP, Windows 2000.

Familiar with: MS Office.

**PERSONAL DATA:**

Nationality : Indian

Religion : Christian

Date of Birth : 14th January 1969

Gender : Male

Marital Status : Married

Languages Known : English, Hindi & Telugu (Read, Speak & Write)

License/Dubai : Under Process

**EXTRA CURRICULAR ACTIVITIES:**

 Zonal winner for College Cricket Team

Module Faculty 05 Days Work Shop : Attended many Seminars conducted by various organizations on,

* Management Concepts
* Export / Import Policy
* Management of multinational corporations
* International banking / marketing
* International business environment
* Foreign trade Policy
* Logistics Management

**WORKING EXPERIENCE :**

**PREVIOUS**

* ***Marketing Executive*** Feb 1989–Jan1990.

M/S Taylor Shipping Co. – Hyderabad, India.

* ***Marketing Executive*** Mar 1990–July l993.

M/S Tri-Star Express International. – Hyderabad, India.

* ***Sr. Marketing Executive*** Aug 1993 –Sep 1995.

***Asst. Manager Sales (Promoted)*** Sep 1995 – Apr 2002.

M/S Jeena & Company International freight forwarders – Hyderabad, India.

* A **“G”** Card Customs Passed 1997 and was a GPA Holder for the company.
* ***Branch Manager*** Apr 2002 – 2005.

M/S Anchor Airgeo forwarding Logistics PVT Ltd & for its Sister-concern M/s. SEAINDIA Freight System Pvt Ltd – Hyderabad, India.

* ***Branch Manager***

M/S SIGMA AIRFREIGHT Consolidators – A division group of KAMAL SHIPPING SERVICES – AGENTS OF CMA–CGM Shipping Line Hyderabad, India.

* ***Marketing Executive*** Oct 2006 – Jan 2015.

***Freight Forwarding & Shipping***

**M/s. ALBARRAK SHIPPING AGENCIES CO.LTD** International freight forwarders – Riyadh Kingdom of Saudi Arabia,

* ***Business Development Manager***

April 2015 – Sep 2016

***Freight Forwarding & Shipping Division- Air/Sea Imports & Exports***

**M/s. ASIATIC FREIGHT SERVICES LLC**, International freight forwarders – Dubai UAE,

* ***Asst. Marketing Manager*** Oct 2016 – Till date.

***Freight Forwarding & Shipping***

**M/s. ALBARRAK SHIPPING AGENCIES CO.LTD** International freight forwarders – Dubai, U.A.E.

 **HIGHLIGHT:**

Handled Project Exports of 40000 M. Tonnes Exports of Stranded Steel wire A/C. M/S Sangam Steel Wires, Hyderabad to Baghdad, Iraq under U.N approval (Food against Oil Programmer) Photo issued in Exim & Shipping timed dt 14th Aug 2002.

Handled many project imports for M/S IRICON International, at Chennai & Delhi for developing Chennai Metro (Rail) and Delhi Metro imports for rail fastening and accessories from Vossloh Germany shipments by (Air & Sea)

**JOB RESPONSIBILITY DOWN THE LINE:**

* Marketing Sea freight & Air freight inbound / outbound cargo for all Client base and the C&F activities, maintained good relations with all customers Importers/Exporters for a long run sales support, in this field of FF/Service industry. Follow up with the clients for the business in regular interval to achieve monthly Circulation Targets and keeping track of their inbound and outbound cargo movements, providing international sales leads coordinating with our overseas agents in procuring competitive freights, preparation of Quotations for Air/Sea imports & Exports Accessing with Airlines / Shipping Lines and transport Companies for freight rates and other information related to the subject.
* Services provided by giving proper guidance to the exporters and importers on Air/Sea Export/Import documents for smooth customs clearance and having knowledge of Liaising out different Advance License schemes related to different types of draw backs benefits to the Manufactures products on Imports & Exports, policies, besides individually capable to handle imports & Exports projects operations, maintained good public relations with customs officer at ICD/CFC/ACC Hyderabad on the subject for smooth and speedy clearance, while facilitation with all Range Central Excise & Customs Jurisdictions related to the Manufactures for factory stuffing/De-stuffing, regard to Cex. CENVAT claims, obtaining certificate of Origins, GSP, and Certificates Legalization of exports documents and arranging INTERTEK/TUV/SGS inspection afflicated to customs authorized inspection agencies.
* Guidance given on Air/Sea, Export/Import documents for fresh Exporters/Importers traders drafting letters on behalf of the Exporters/Importers related to their Air/Sea Exports/Import products and for the queries as on when raised by customs officers while interacting besides preparation of all supporting documents and handling off all types of Shipping Bills & Bill of Entry’s on various benefits schemes of the Imports/Exports Drafting Check out Bill of Ladings and giving instructions to shipping lines on format according to L.C / P.O stipulations as per different type of L/C as per world Banking procedures.
* Reporting management on day to day activities developments from time to time & transaction of banking, and out standings following up in regular intervals for payment/collections where ever credit facility that have been extended, for potential clients, while keeping track and arranging payments to Airlines/Steamer/Overseas agents pertaining the freight and other transportation related Inspection agencies payments.
* Basing on the credibility of all potential customers advising management regarding credit policy for having a long terms business association beside competition and similarly keeping track of their out standings and protecting company cost control.

**JOB EXPERIENCE :**

* Developing business Air/Sea freight In-Bound Out-bound cargo LCL & FCL and C&F activities.
* Controlling all Logistics Operations through System, handling branch office Administration & logistics issue across India & overseas Agents.
* Leading / Guiding and Monitoring Accounts Depts. In effective maintenance of Books of Accounts / Register/Billing/Credit Control.
* General Accounts Verifying Cash receipts, Invoice, Purchase and Reconciliation.
* Liaoning with Sales, Technical & Marketing departments daily report to the Management on Sales, Purchase, Inventory and collections.
* A GPA holder in M/S Jeena & Company, Hyderabad, monitoring all C&F Activities, Import Export projects, Airport Clearances, Charted Flights Operation handled Independently.
* Selection and Training of Sales promoter achieving the set Targets identifying potential areas for developing new bzns.
* Interacting with all shipping liners / Airlines negotiating for competitive freight contract rates to secure and in maintaining all our client base while accessing on web Internet / corresponding with all overseas agents for Sea / Air consol Freight rates and other general office correspondence related to the subject Shpts pre-alerts on day to day transactions.
* Customer care feedback to the clients, keeping tracking of the Air / Sea in Bound & Outbound consignments held with Airlines delay due in connecting flights Cargo clearance delay at Custom Stations consignments held at destination, Pre-alert and updating our overseas agents for movement of Shpts on day to day basis.

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**DECLARATION:**

 I hereby declare that the above given information is true and best to my knowledge.