**ARINDAM**

[**ARINDAM.372656@2freemail.com**](mailto:ARINDAM.372656@2freemail.com)

**Brief Profile**

*Post Graduate in Commerce (M.com) with Sales & Marketing Management having over 23 years of experience in handling Shipping (India, UAE & Kuwait) with specialisation in OOG & Special cargo, Break Bulk, MPV Project Cargo handling, Reefers & Refrigerated Cargo, Commodity Verticals, shipping Agency Management, Commercial/Sales/Trade Management.*

**Career Contour**

***June 2015 – Till Date – Sharaf Shipping Agency, Kuwait***

**Position: General Manager (Commercial) – Kuwait for Break Bulk, Projects, Liner & Non-Liner**

**Key Performance Indicators:**

Responsible for Performance of Break Bulk, Projects, General Cargo Liner & Non-Liner Activity, Container Liner Agency, & Logistics

**Details**

~Formulating strategic business plans, monitor P&L performance, formulating budgeting plans

~Developing volumes of Steel/General cargo, Project, Vehicles, Bagged Cargo, Cement, Aggregates & others

~Canvassing for Car shipments Exports in Containers & RORO to China & Other destinations

~Management reporting, Market Analysis, Market share monitoring.

~Line Representative for Yang Ming Line for Kuwait, ESL Line Rep for Iraq & Kuwait

~Lines Represented include Ethiopian shipping Line, GOSS, Newport ISO, Interflow

~Expand service scope and identify new business prospects in the market.

~Innovation and improvement of Work Flow Processes

***May 2006 – June 2015 – Maersk Line India Pvt Ltd, India***

**Last Position: Sr. Trade Manager (INC Cluster Trade Management) - Reefers & OOG Special Cargo (ML & SCL)**

Start Date: June 2012

**Break Bulk / Special Cargo and Projects**

~Trade and Pricing Management to maximise growth in Volume & Revenue

~Formulate and Drive OOG Commercial Strategy for the cluster in line with Global Strategy

~Developing OOG market intelligence, Developing new market segments, conversion of Break Bulk into OOG

~Management Reporting on Performance & Strategy

~Driving Marketing campaigns, Workshops for Special Cargo awareness and also arranging training sessions

**Reefers**

~Trade Management for ensuring performance of volume & financial results

~Build up knowledge of individual commodities, carriage requirements, seasonality's, geographical markets, etc.

~Market analysis of the business (trends, size, product mix, geography, competition), identify new opportunities

~Formalise long-term strategy and incorporate into the long term vision for the group

~Use yield management tools to design the optimal flows given the available equipment’s

~Ensure that operational procedures to correctly handle cargo, monitor cargo claims

~Focus commodity: Seafood, Meat, Fruits & Vegetables, Processed Foodstuff and Pharmaceuticals

**Previous Positions since May 2006: Maersk Line India Pvt. Ltd**

**Career Path**

* **India Cluster Reefer Trade Manager – Maersk & Safmarine**
* **South West India Regional Manager - Safmarine**
* **National Sales Manager - Safmarine**
* **MPV & Business Development Manager - Safmarine**

**Key Achievements**

* Achieving record volume of Reefers with 42% market shares (2014)
* Vertical Growth of Key Accounts Volume Performance
* Authored Reefer Retail, Hazardous Cargo, Automotive, Pharma Industry in India
* Was awarded “Safmarine India Impact Award” for the year 2009 for Successfully handing Break Bulk /MPV Service
* Handled 2 MPV / Break Bulk Sailings Ex India contributing USD 2 Million

***April 2004- May 2006 – Indus Container Line (Natvar Parikh Industries Ltd)***

**Dy. General Manager – Global Trade Management**

~Evacuation of long standing empty equipment lying in Europe & Asia incurring heavy ground rents

~Negotiated slot chartering arrangements with Main Line operators

~Service pricing, Opening of New Corridors, and overall Trade management

~Negotiated & Finalised equipment leasing agreement with leasing companies

***December 1998 – Feb 2004 –***

***G.M Lines & Norasia c/o Great Circle Line, Dubai***

***Samudera Shipping Line c/o Samudera Emirates Shipping LLC, Dubai***

**Sales Executive Great Circle Line & Asst. Manager Sales with Samudera Shipping Line**

Covering Sales for Dubai, Jebel Ali & Northern Emirates

Handled project shipments for US Army Destined to Afghanistan

Commodity Sales Vertical - Dates, Used Electronic Devices, Furniture

**Carrier Path**

Delmas, CGM Lines c/o Seaspeed Shpg (Patvolk) Senior Sales Executive Sep’96 - Dec’98

Ellerman Lines c/o Killick Nixon Ltd. Sales Executive Apr’96 - Sep’96

Hanjin Lines c/o Contfreight Shipg (J M Baxi Grp) Sales Executive May’95 - Mar’96

**Trainings:**

~General Management of Shipping (IIM, Ahmedabad).

~Fundamentals of Shipping - Container Trade (Institute of Chartered Shipbroker).

**Academic Credentials**

1997 Sales Management from Wellinger’s Institute, Mumbai

1997 M.Com. (Finance) from Mumbai University

1991 B.Com. (Commerce) from Mumbai University

**IT Skills:**

Diploma in Computer Science from Institute Indo-German Cultural Society in 1992

**Other Courses:**

~“Mobilizing Individual Resource” - 6 Days arranged by Maersk Learning Centre.

~“Leading others” - 6 Days arranged by Maersk Learning Centre

~“Managing Sales Force” 2 Days conducted by IDEAS Management Consultant, Dubai.