**CURRICULUM VITAE**

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| **KEY SKILLS** | |
| * Good written and oral communication skills with ability to relate to customers and employees * People Person, Good at Networking, Excellent Written and Oral Communication Skills, Data Analysis,. * Superior Organizational Skills, Good Business Instincts, Mathematics Skills, Good Negotiator, Financial Analysis Skills. * Understanding of Supply Chain Management Procedures, Logistics Skills, Strategic Planning Abilities. * Prioritization and time management/project management skills. * Proven attention to detail and ability to analyze data. * Lead efforts to expand ability to source best shipping lines/Airlines/Road transporters/Warehousing/Cold Store/Temperature controlled warehouses. * Participate in RFQ events; prepare bid analysis in coordination with Business development for FMCG/Oil & Gas/Food and other products. * Formalize Strategic Contract negotiations and implement objectives in conjunction on specific projects with various modes of Carriers (Shipping lines/Airlines/Road transporter and warehouses) * Coordinating and providing support to all origin branches participating in Oil & Gas clients. * Ensuring branches in the region understand the account’s requirements/expectations and following-up with appropriate remedial action when there is a default. * Communicating any best-practice information to the region that may help to develop the account * Reviewing quotations before submitting to Customer to ensure best possible options are offered. * Suggesting best solution to ship out the cargo by Air/Sea/Break Bulk/RORO.  |  | | --- | | **TRANSFERABLE SKILLS** |  |  |  | | --- | --- | | 1. Product Knowledge - Experience of various cargo to decide on which carrier will be most economical for the client. | 5. Attention to detail - Minimize errors in costing calculations. | | 2. Analytical skills - Compare 2-3 costings and offer cheapest. | 6. Negotiation skills - Procurement of best rates from the vendors and Service providers. | | 3. Vendor Management - Build best partnership and relations with Vendor and service providers. | 7. Manage RFQ Database - Track and Monitor RFQs and respond before the deadline. | | 4. Business Acumen – To generate maximum profit & increase win %. | 8. Team player - Training/Coaching the team. |   **Achievements –**   * Responsible to quote and win to ship 4 dismantled Rigs. * Quoted and won to move dismantled factory for a food manufacturing company in Dubai. * Tendered RFQ and bids and won for Oilfield accessories related company for moving huge volumes of cargo for Imports/Exports and cross trade – yearly for 3 years.  |  | | --- | |  | |
| **PROFESSIONAL EXPERIENCE** |

**Aug ’12 to Sep’ 17 Agility Global Logistics Jebel Ali, U.A.E.**

**Pricing Manager Oil & Gas/ Project Logistics/Ind Projects**

* Increased Project Logistics win percentage from 4% to 30%.
* Managed overall Air/Ocean Tender process for Project Logistics clients.
* Developed/Trained pricing team capable to handle high work pressure with short deadlines
* Increased Revenue growth for the department of more than 70-80% in 4 years.
* Increased vendor database in the local market from 5 to 45 various service providers.
* Built excellent relations with the shipping lines/Airlines/Trucking companies.

**June ’08 to Aug’12 Expeditors International Dubai, U.A.E.**

**Assistant Manager – Regional Oil & Gas/Project Cargo**

* Handling of RFQs - Centralized Pricing desk for Out of gauge / Over dimension / Project Cargo / Break Bulk / RORO Shipments in the Region.
* The Core function of Assistant Regional Pricing Coordinator is to ensure timely, accurate and competitive response to Oil & Gas clients.
* Ensuring 100% compliance to Oil & Gas clients SOPs.
* Managing internal improvement opportunities through RCCA (Root-Cause-Corrective-Action) report.
* Communicating any best-practice information to the region that may help to develop the account and process.
* Reviewing quotations before submitting to Customer to ensure best possible options are offered.
* Interaction with various network offices to prepare and manage Air/Ocean Tender.
* Suggesting best solution to ship out the cargo by Air/Sea/Break Bulk/RORO.

**Oct ’03 to June ‘08 Gulf Agency Company (Dubai) LLC Dubai, U.A.E.**

**Sales Executive /Break Bulk & RORO Shipping & Freight Forwarding**

* Marketing & Selling various Shipping Lines of Break Bulk & RORO carriers, like Rickmers Linie, Nyk-Hinode, Bonyad, BBC, NYK-RORO, SAL, Oldendorff, Sanko Line and other trampers having services from Europe, US and Far East into Dubai and Middle East.
* Keeping track of Liner Vessels, Tramper Vessels & Charter vessels in the local and International market through chain of Ship-Brokers & Ship-Charterers and selling them into the local market.

**Sep ‘02 to Sep’03 Barwil (Dubai) LLC Dubai, U.A.E.**

**Sales Executive Freight Forwarding**

* Freight Forwarding to mostly Jebel Ali based Clients.
* Taking care of Exports & Imports by Sea & Air.
* Liaising with a Database of 175 Agents located all around the world.

**Aug ‘98 to March ’02 Sea Bridge Maritime Mumbai, India**

**Business Development Executive Freight Forwarding**

* Promoting and selling container space to the Far East ports from Mumbai.
* Booking and co-ordination with Operations Department for all Export Sea shipments.
* Follow-up and complete documentation pertaining to all export sea shipments.
* Updating On-line tracking system periodically.
* Responsible for the preparation of Weekly Activity Report.

**Sep. ’97 to Aug. ’98 Hipro Enterprise Mumbai, India**

**Marketing Executive IT Products-Hardware**

* Handling a chain of Resellers and Distributors to sell Networking accessories like Network Interface Cards, Hubs, Routers, Modems and switches made by Dlink, all over Mumbai.

**Aug. ’94 to Sep. ’97 Key Information Technology Bahrain**

**Marketing Executive IT Products-Hardware**

* Tapping Corporate as well as personal clients in the purchase of Personal Computers, Printers, Networking accessories and Hotel Management Software.

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**Date of Birth : 15th August, 1969**

**Nationality : Indian**

**Email :** [**sunil.374246@2freemail.com**](mailto:sunil.374246@2freemail.com)

**Education : Graduate as Bachelor of Science in Chemistry from Bombay University,**

**India in April, 1994.**

**Professional : Advanced Diploma and Professional Education Qualifying**

**Exams from The Institute of Chartered Shipbrokers (ICS) – London.**

**Languages : English, Hindi, Urdu, Malayalam.**

**Driving License : Holding valid UAE driving license since 1998**

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