

**CURRICULUM VITAE**

***Name* : Sunil**

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***Summary:***

An innovative and bilingual Business Development Manager with an experience of 24 years plus in the field of Sales and Marketing in both Engineering and Logistics fields combined with excellent interpersonal and communication skills. Customer retention and negotiation. High level of professionalism talents, disciplined, patience and very organized. Problem solving skills with in house operational teams and customers. Leadership qualities and training / Strong work ethics and time management skills.

***Objective :***

Looking for Sales BDM / KAM / Team Leader / Customer Service – Managerial Position in the field of Logistics / Freight Forwarding / Engineering Categories

***Areas of Expertise :***

International Logistics ( Air/ Sea/ Imports / Exports ) / Supply Chain Development / Logistics Outsourcing / Warehousing Management / Safety Procedures / Legal Compliance issues /Knowledge of Logistical Procedures and Processes / Development of New & Existing business opportunities added with a profound Engineering Sales & Marketing background

***Overall Work Experience :***

**As Business Development Manager**

* Conduct analysis for potential customers in the field of FMCG / apparels / machinery / Ceramics / equipment by increasing sales and better services by recommending company products, support the full supply chain to meet customers’ requirements
* Maintained and further developed in house accounts adding more revenue and value to the said accounts for both internal and external customers
* Initiate Sales meetings with prospective customers by promoting the company strengths and achieved scheduled appointments and identifying potential clients as business prospects
* Responsible for all receivables from customers of the team based on agreed credit terms
* Involved in organizing in house meetings with the Air / Sea department teams for enhanced competitive service by identifying weaknesses to gain constant improvements
* Assist management on the market conditions/ competitors market strengths / Airlines and Shipping line providers rates / develop a pricing strategy to be more service oriented
* Maintaining records and SOPs of clientele activities /special requirements / keeping management informed on the progress, addressing issues and further development
* Also convert sales leads received by the Global HQ into business prospects and further development of trade lanes
* Motivate and assist team members and junior staff towards exceptional business performances,,
* Directly maintaining records of clientele business support activities and payment follow-ups keeping management informed on accomplishments / issues and further business development

**Freight Works (Emirates Airlines / Kanoo Group) Dubai (UAE) as Territory Manager**

**(September 2010 till October2017)**

* Developed Import and Export Airfreight / Seafreight business globally for existing andnew customers
* Maintaining Nett Revenue margin levels between 10–25% depending on the clientele for all trade-lanes
* Business development for express courier services and overall freight forwarding movement
* Identification of potential customers and strive to achieve them and keeping in par with market information
* Developed LCL consolidation trade lanes from Europe / UK exclusively and enhanced better revenue
* Rejuvenated inactive company accounts and developed additional trade routes for the client
* Undertook additional responsibility of my Senior Sales Manager during his absence in administrating the sales team
* Communicate extensively with our overseas WACO partners for business opportunities, sales leads and nominations
* Turned around terms of shipment from EXW / C&F to FOB for many accounts
* Trained and supervised a team of sales executives
* Control Credit Management

**Gulf Agency Company (GAC Group) JAFZA Dubai (UAE) as Senior Sales Executive**

**(July 2008 till July 2010)**

* Source bookings for both import and Export cargoes for FCL / LCL / RO RO / Break Bulk / Warehousing / Logistics
* Exclusively source bookings for Airfreight cargoes both Imports and Exports
* Follow up on quotations dispatched and update customers on current Freight rates / surcharges / Fuel & Security from origin airports / sea ports
* Arrange, co-ordinate and support the customer on documentation and its procedures for their import & export shipments
* Arranging insurance for customers’ cargo if required
* Preplan and organize sales visits and appointments for further business development
* Co-ordinate with the operations department for quick turnaround of cargo/vessels.
* Provide regular market updates / intelligence to the management and principals
* Keep abreast of competitor’s activities
* Send regular sales leads to principals
* Send market reports to the management and principals on a monthly basis
* Follow up on customers’ credit payment / update customer on shipping instruction and coordination with operations for cargo delivery for freight collect shipments

**Ocean World Lines LLC (OWL) Dubai (UAE) as Sales Executive**

**(Jan 2007 till Jul 2008)**

* Exclusively in charge of promoting Import / Export sales
* Liaise with all shipping lines in Dubai for freight rates
* Liaise with Principles on Marketing / Pricing related issues
* Plan and execute sales strategies to achieve targeted results and keep management updated
* Monitoring competitor’s activities
* Keep principles advised on Trade / Competitors activities on monthly basis
* Maintaining and updating computerized customer profile and control credit management
* Directly responsible for achieving targets set by principles and submitting reports on the same
* Preparation of statistics on competitors’ activities and submission of reports on the same to principles as and when requested.
* Signing and releasing of Original Export Bills of Lading for customers
* Involved to a certain extent with the Import / Export documentation of our NVOCC business
* Direction and co- ordination of transport of containers for stuffing at shipper’s premises and back to the container packing yard.

**PVAXX. JAFZA Dubai (UAE) GAC Group as Customer Support Coordinator**

**(Jun 2006 till Dec 2006)**

* Source customers to obtain orders for pallets
* Attend to customer enquiries and requirements
* Also supervised maintenance work and erection of machinery.

**United Telecoms Limited. Bangalore / IND as Team Leader**

**(Jul 2003 till Mar 2006)**

**Hoerbiger Compression Technologies. JAFZA Dubai (UAE) as CSR/Sales & Marketing**

**(Aug 2001 to Mar 2003)**

**Oilfields Supply Centre Limited. JAFZA Dubai (UAE) as Engineering Sales**

**(Apr 1998 till Jul 2001)**

**Tools and Components Company. Bangalore / IND as Sales / Marketing Consultant**

**(Sep 1989 till Nov 1997)**

***Educational:***

1987 - Diploma in Mech Engineering **@** Indian Tech Institute, Bangalore.

***Training:***

2017 – Completed Training in Value Selling and Account Management

(Emirates Airlines Academy Dubai)

2013 - Completed Training in Consultative Selling ( Dubai )

2003 – Completed M.S. office package N.I.I.T ( Bangalore )

2003 – Completed Training in the field of CNC programming and simulation ( Bangalore )

1998 – Completed Quality Awareness Program ( Dubai )

***Personal Details:***

**Nationality :** Indian

**DOB :** 15/03/69

**Driving License :** Possess a valid UAE Car Driving License

**Languages :** Read, Write and speak fluent English and regional languages

**References**  **:** Available Upon request