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| **Sukumaran**  **General Manager / Director of Operations Management Professional**  ***Job Focus on: Vessel Operations, Tanker Vessel Operations, Shipping Operations***    **E-mail:** [sukumaran-392734@2freemail.com](mailto:sukumaran-392734@2freemail.com) | | |

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| * **PROFILE SUMMARY** |  |
| **Vision:** Personally committed towards the establishment of a robust Shipping and Logistics Operations, providing strategic leadership for Vessel Operations Services by working with company leadership and other management to establish long-range goals, strategies, plans, and policies.  **Mission:** To help the organization achieve its long term Operational goals that represent its vision and mission policy with full commitment to a strategy that is innovative, updated, unique, value-driven, and superior to competitor.  **Career Highlights:**   * Accomplished Senior Management professional equipped with more than 2 decades of diverse experience, seasoned expertise, and dynamism in orchestrating successful business turnaround and growth ventures within Tanker Vessel Operations, Shipping & Logistics Industry. * Manifest broad management experience and outstanding knowledge in directing the whole gamut encompassing, General Management, Commercial Management, Customs & Ports Operations, Air/Sea freight, Import/Export, Distribution, Transportation, Fleet Operations, Customs Clearance, LCL Consolidation, Contract Management, Material Management, Workload Forecasting, Vendor-client relations & National/International regulations pertaining to a vessel's including worldwide cabotage restrictions. * Acquired an extensive background in International & Multicultural environments while managing Shipping & Logistics, Import/Export, directing activities for Inbound, Outbound to meet/exceed customer service level, and implementing SOP’s with time-bound KPI’s. * Possess excellent leadership in honing team to become an independent top-performing unit, focused on achieving or even surpassing company goals & customer expectations. * Strategic and result-driven leader with excellent planning, monitoring, critical thinking, time management, leadership, negotiation, analytical, communication, problem-solving, decision making and interpersonal skills. * Aspiring to contribute & work actively within Freight Forwarding, Shipping, and Fleet Management, Port or any related industry where gained knowledge, expertise and management skills will have a valuable impact. | |

**Key Expertise**

* Gained 2 decades experience within diversified industry
* Abreast of Free Zone Regulations/Port/Dubai Customs
* Distribution, Transportation & Traffic Operation skills
* Key contact with Major Reefer Importers & Shippers
* Qualitative and Quantitative Policy Analysis
* Expertise in Customs & Ports Operation/Vessel Operations
* Workload Forecasting-Import/Export Management skills
* Contract management/Bids analysis/Price negotiation
* Knowledgeable of local regulation pertaining Cabotage
* Result-driven, Divergent and Out of the Box Thinking

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| * **Career Snapshot** |  |

**Director of Operations – 2011 – 2019**

**General Manager – 2002 – 2011**

**Logistics Manager – 2001 – 2002**

**Assistant Operations Manager – 2000 – 2001**

**Operations Supervisor – 1995 – 2000**

**Operations Executive – 1993 – 1995**

**Operations Assistant – 1990 – 1993**

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| * **Key Achievements** |  |

* Gained more than 2 decades of experience within a Multinational and diversified industry in domains of General Management, Logistics Management, Operations Management, and liaising with Government Agencies.
* Acquired vast exposure of all Ports in UAE (Port Rashid, Port Jebel Ali, Zayed Port, Port Khalid, Khorfakkan Port, Fujairah Port, Ajman Port, Umm Al Quwain Port, Ras Al Khaimah Port and Free Zones.
* Extensive knowledge in Public Relations work for Government Agencies including Sea, Ports, Airports, Customs, and Freezone. Achieved turnaround deadlines.
* Developed good contacts with Major Reefer Importers & Shippers and different market industry players acquired from rich experience and industry exposure while serving with reputed companies in GCC, and Asian countries.
* Acquired expertise in handling different types of vessels like operations being On-Passenger vessels, Products carriers, and Tankers of all sizes. In-dept exposure of Dry Dock liaison service.
* Received Appreciation Award for inter-trade business support with shipping companies, freight forwarders and the general trade.
* Possess capabilities in providing solutions to complex natured operations issues plus a strong commitment to delivering excellent work performance even in the difficult and pressurized environment.
* Enthusiastic leader looking to lead an organization that has short, long term vision, energetic and result oriented.

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| * **Areas of Expertise** |  |

**General Manager – Freight Forwarding, Shipping, Tank Vessel Operations**

* Responsible for providing strategic leadership for Vessel Operations Services by working with company leadership and other management to establish long-range goals, strategies, plans, and policies.
* Formulate standardized process for clients assigned to a group including SOP, KPIs, Report requirements, system’s needs, and compliance requirements.
* Serve as a leader who can drive culture and business not only for the current structure but also for future contracts and growth. Involved in day-to-day operations, especially business development.
* Solely responsible for business development and new contracts within the division; client management, relationship building & networking; involved directly in the development of contract bid proposals & lead the effort.
* Plan, develop, organize, implement, direct & evaluate Vessel Operations Services on fiscal function performance.
* Participate in the development of the corporation's plans and programs as a strategic partner; anticipate needs and find/nurture potential joint venture partners.
* Advise on the impact of long-range planning, the introduction of new programs/strategies & regulatory action.
* Enhance and/or develop, implement and enforce policies and procedures of the organization by way of systems that will improve the overall operation and effectiveness of the corporation.
* Establish credibility throughout the organization as an effective developer of solutions to business challenges.
* Provide technical operations advice and knowledge to others regarding the Vessel Operations Services division.
* Improve the budgeting process continues through education of department managers on financial issues impacting their budgets.

**Director Operations – Tanker Vessels Operations Management**

* Spearhead all operations for a Fleet of tankers. Oversee the technical, operational, compliance, crewing, safety and development of the Fleet. Incharge vessel operations of liner vessels, tramp, bulk, heavy lift, tanker vessels.
* Plan and executes within the budget and policy constraints of executive management, the company's fleet operations activities, including fleet operations, fleet maintenance, fleet certification and regulatory compliance, fleet personnel, purchasing and material control, and customer operational management functions.
* Regulate the Fleet’s deployment, operating cost and budgets. Ensure Compliance with Class and Charter Party.
* Manage the performance of the Fleet, ensure vessels are adequately staffed by quality crew to meet operational needs.
* Effectively manage New-built, Repairs and/or Engineering Projects undertaken by builders/contractors.
* Oversee operation of vessels through Port Captains and operational supervision of the marine fleet and crews.
* Provide leadership for the department, manages budgets, conducts performance assessments and manages employee development. Ensures all vessels and crews and prepared for Transport inspection/certification
* Collaborate the development, implementation and maintenance of the marine fleet operational policy – masters standing orders (MSO), standard operating procedures (SOP), and safe working procedures (SOP).
* Ensure workplace safety by implementing, maintaining and monitoring the Safety Management System for main vessels and care. Includes regular safety meetings, onboard visits, communications, and other safety protocols.
* Conduct and monitor post-incident investigations to determine root causes of incident. Provides recommendations and action plans and follows up to ensure corrective measure are put in place to prevent future incidents.
* Oversee the operations contingency plan and acts as the Incident Commander during emergency and salvage response situations, which includes implementation of the Incident Commander System.

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| * **Proven Job Role** |  |

**Director of Operations –**Dubai

* Spearheaded ship-spares division and handled independently. Responsible to pre-plan vessel operations liaising with the ship-owners, ship management companies, and overseas offices.
* Directed timely execution of operational matters both Sea and Air, Import/Export, Free Zone Traffic, Transhipment Traffic, Sea-Air Traffic, LCL Consolidation, and FCL NVOCC business.
* Liaised with ports, customs, immigration, government organizations, bunkering companies, channeling companies, and other vendors. Communicated with various overseas agents in regards to the discrepancy of Inbound freight.
* Monitored the entire day to day operations eg. Ocean Import, Ocean Exports, Air Exports and Sea Air Operations.
* Coordinated with various transport companies to ensure that shipments by road are delivered to various GCC Countries as per customers requirements.
* Generated management reports for the Ocean Import consolidations which reflect and highlight the volume and profitability of the activity.
* Managed the container freight station (CFS) operation to ensure that the import containers are de-stuffed and transshipment deliveries made within 24 hours of vessel arrival. Responsible for Customs documentation, Airline booking, Scheduling of CFS activities.
* Directed operational aspects concerning the voyage both port and offshore vessel attendance. Ensure third party service obligations are met through total liaison. Organized crew change and crew repatriation functions.

**General Manager –**Dubai

* Provided leadership to the company to achieve the key objectives in the logistics market and build a strong brand in the industry.
* Responsible for the overall performance of the company in terms of both operational & financial areas.
* Developed and execute the business plan & the achievement of Key Performance Indicators in the areas of customer, financial, internal business processes, people & suppliers.
* Designed, Plan and Manage all company resources to enhance value to all company stakeholders.
* Oversaw the marketing and operations for Import, Export, Re-export, NVOCC, Break Bulk, Project Cargo's, and Road Transport for (Local, GCC & Middle East).
* Managed the Sales & Operations staff. Liaised with major shipping lines, international cargo airlines & worldwide agents. Oversaw Logistics Management by coordinating and planning daily deliveries to various destinations
* Extensive knowledge & experience in Freight rates negotiations with respective shipping lines & air cargo companies.
* Excellent knowledge of ports & customs documentation such as Sea Freight, Air Freight, and Road Transportation.

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| * **Other Experience** |  |

**Logistics Manager –** Moonstar Freight LLC., Dubai **2001 – 2002**

**Assistant Operations Manager –** V-Shapes U.A.E, LLC., Dubai **2000 – 2001**

**Operations Supervisor –** Messrs. Regency Shipping Co. LLC., Dubai **1995 – 2000**

**Operations Executive –** Crown Worldwide LLC., Dubai **1993 – 1995**

**Operations Assistant –** Dubai Ports Authority, Dubai **1990 – 1993**

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| * **Qualification** |  |

**Bachelor’s Degree of Arts**

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| * **I.T Proficiency** |  |

Applications : MS Office Suite (Word, Excel, PowerPoint), E-mail & Internet

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| * **Personal Details** |  |

Nationality : Indian

Marital Status : Married

Visa Status : Residence Visa

Driving License : UAE Light Vehicle + Own Car

Languages : English, Hindi, Urdu & Malayalam