**Dhanesh**



**Dhanesh.280775@2freemail.com**

**Seeking for a Mid or Senior level position in Commercial or Logistics department with an organization of high repute with challenging jobs and greater responsibility.**

***CAREER OBJECTIVE:***

To work in an organization where my Administration, training and creativity skills can reach its zenith. I intend to propose a long term career in an organization to learn and grow along with the organization by contributing best of my skills.

***SUMMARY:***

* An MBA professional, was working with Flex Middle East Fze., as Commercial Officer.
* Completed PGDM in Marketing & Finance from Bhavan’s Royal Institute of Management.
* Complete knowledge and understanding of Import-Export Procedure, Documentation, Banking, Logistics, Freight carrier’s negotiation and Commercial work.
* Strong relationship building, interpersonal and negotiation skills, hardworking and diligent this helps in business development and cost cutting.
* A proactive team player with strong determination & dedication towards work.

***EXPOSURE:***

Export/Import Documentation **|** Shipping Instructions **|** Relationship Management | Cost effectiveness **|** Strategic Shipment Planning **|** Cross Functional Coordination **|** Negotiation **|** Letter of Credit **|** Bill of Entry/Exit **|** Emirsal 2 Code

***PROFESSIONAL EXPERIENCE:***

**Flex Middle East Fze., Dubai** Oct’14 – May’16

*Commercial Officer*

Role:

* Freight negotiation with various Forwarder and Shipping line for shipments.
* Preparing Invoice, Packing List, Delivery Advice and Bill of Lading instruction in ERP and providing the same to the shipping line or forwarder for filing ED.
* Filing and approving shipping instructions for all FOB Shipments.
* Arranging containers (20Ft, 40Ft, 40Ft (HC) & Reefer) from various shipping line and Forwarders.
* Arranging vehicles (3ton, 7ton, 10ton and 1x40’ flat trailer) for domestic shipment as well as shipment to Jordan, Yemen and Saudi Arabia.
* Coordinating with production and packing department for ensuring timely stuffing of material in the container.
* Monitoring dispatch of material from factory to Port/Airport. Keeping track of all sea shipments.
* Coordinating with Purchase and Finance department for the Import Shipment documents for clearing the shipments through forwarding agent.
* Applying for Certificate of Origin from Dubai Chamber as well as from Ministry of Finance.
* Applying insurance for all the shipments.
* Checking of original shipping documents as per Letter of Credit.
* Checking and approving the Bills of Transporters, Shipping Lines and Forwarders.
* Filing all the Import and Export documents.

**TangenC Media, Dubai** Mar’14 – Oct’14

*Business Development Manager*

Role:

* Identify and develop the company’s unique selling propositions, using knowledge of the market and competitors.
* Prospect for potential new clients and turn this into increased business.
* Cold call as appropriate within the market or geographic area to ensure a robust pipeline of opportunities.
* Identify potential clients, and the decision makers within the client organization.
* Meet potential clients by growing, maintaining, and leveraging network.
* Research and build relationships with new clients and enhance the existing relationships.
* Work with technical staff and other internal colleagues to meet customer needs.

**Jomer Properties & Investment Pvt. Ltd.** Mar’13 – Mar’14

*Deputy Manager (Sales & Marketing)*

**Puravankara Projects Ltd.** Apr’12 – Feb’13

*Sales Executive*

Role:

* Assisting clients with property sales and development.
* Effectively generating leads with innovative techniques.
* Preparing and interpreting legal documents including listings and sales contracts.
* Providing legal, economic and market advice.
* Liaising with escrow companies, lenders, home inspectors and pest controllers.
* Ensuring terms and conditions of agreements are met.
* Maintaining sales records and liaising with clients.
* Coordinating property closings and overseeing document signing.
* Analyzing market trends to determine competitive market prices.

***Previous Assignments:***

**Manappuram Finance** Dec’09 - Apr’10

*Junior Assistant*

***ACADEMIC PROJECTS:***

* Completed industrial training/ project on Organizational Study at Barnagore Jute Factory PLC Ltd, Barnagore, Kolkata in 2011.

***ACADEMIC QUALIFICATION:***

* PGDM in Marketing & Finance from Bhavan’s Royal Institute of Management, (Kochi), in 2012.
* B.Com from Calicut University in 2008.
* 12th from West Bengal Board of Higher Secondary Education in 2005.
* 10th from ICSE in 2001.

## Completed IATA - FIATA with distinction in 2009.

***IT SKILLS:***

* Operating Systems: Windows 98, 2000 and XP, 10
* Software Skills: MS Office, ERP, SPSS & Tally

***EXTRACURRICULAR ACTIVITIES:***

* Attended the Naval NCC camp.
* Participated in Hedge Yuva Portfolio Management Contest and won 2nd prize.
* Won 1stprize twice in school during All India General Knowledge Quiz Contest.
* Participated in the inter-college Management fest held at Rajagiri Business School.
* Participated in the inter-college Management fest held at Bharath Mata College.
* Won 3rd position in the Finance Game in the Inter-College Management Fest held at SJCET.