Curriculum Vitae

# PROFILE SUMMARY.



***Mr. Dennis***

**AREA OF INTEREST**

Generate Sales. Customer Relation. Volume forecasting. Pricing and Quoting. Building new customers.

Opportunities generation. Business Administration.

Sea Freight Air Freight Land Freight

**EDUCATION**

**MBA, Shipping & Logistics. Master of foreign trade.**

A meticulous ***Senior Business Development Executive*** who undertakes complex assignments, meets tight deadlines and delivers superior performance. Possesses **MBA** in ***shipping and logistics management*** and **4 years** professional experience in business development, managing enquiries,

sales, business processing and customer satisfaction. Expert in MS office suite. Operates with self-motivation and enthusiasm.

# STRENGTH AND EXPERTISE.

* Acquire new customers and maintain existing clients.
* 4year of experience in the shipping and logistics industry.
* Negotiating and renegotiating by phone, email, and in person.
* Strive towards reaching sales target.
* Volume forecasting and capturing sales opportunities.
* Experienced in customer relationship management tools.
* Proficient in pricing and product strategies.

# PROFESSIONAL EXPERIENCE.

## Senior Business Development Executive. Nov. 2018 – Present.

**Navio Shipping LLC, Dubai. UAE.**

* + Identify & develop new clients for freight forwarding business.
  + Generate stipulated business revenue and achieving assigned monthly sales targets.
  + Regular business meetings and delivering strategic sales presentations to the new/existing clients.
  + Quote and negotiate rates with clients based on their inquiries.
  + Maintain and ensure smooth business.
  + Reporting to the managers about the current industry trends and competitor activity.
  + Sales pre planning and daily/Weekly highlights on prospective clients as well as secured businesses.
  + Co-ordination with CS/operations dept. for the smooth running of shipments.
  + Monitoring outstanding and credit with clients within agreed terms.

## Senior Business Development Executive. Nov. 2016 – Nov. 2018

**Inchcape Shipping Services LLC, Abu Dhabi. UAE.**

* Prompt and accurate order initiation.
* Regular business meetings and delivering strategic sales presentations to the new/existing clients.
* Pricing, quoting and following up to make sale.
* Liaise with clients and maintained fruitful relationships with existing customers.

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| **VISA STATUS**  UAE Resident Visa Expiry Date : 15/11/2018.  **PERSONAL DETAILS**  Date of Birth: Nov 3rd 1990.  Gender: Male Marital Status: Single.  **LINGUISTIC SKILLS**  English, Hindi, Malayalam and Tamil  **COMPUTER PROFICIENCY**  **MS Office Suite :**MS Word, MS Excel and MS Power point. Tally,Peachtree.  **Extra-Curricular Activities**  Traveling, Music Sports, Reading, Walking. | * Keen on providing excellent standards of service with care attitude. * Listening to customer requirements and negotiating appropriately to confirm the business. * Ensure prompt and effective resolution of customer complaints, and escalate issues to immediate superior whenever required. * Ensure on‐ time and efficient shipment movement * Assist with total customer satisfaction and prepare accurate Invoicing. * Actively pursue sales and business building opportunities through telephone sales expertise. * Update on industry trends as well as about competition environment. * Proactively communicate with sales, administrative and management tea m members on all service and operational issues. * Monitoring outstanding and credit with clients within agreed time frames.   **Business Development Executive. *Feb. 2016 – Oct. 2016***  **Lulu Office Movers LLC, Abu Dhabi.UAE.**  **Business Development Executive. *Jan 2013-June2014.***  **Appco Group Asia. Chennai. India.**  **ACADEMIA.**   * + **MBA in Shipping And Logistics Management.** 2016.   Academy of Maritime Education and Training. (AMET University, Chennai). Aggregate - 80%.   * + **Master Of Foreign Trade.** 2016.   Academy of Maritime Education and Training.(AMET University, Chennai). Aggregate - 75%.  **TECHNICAL SKILLS AND CERTIFICATES.**   * Proficient in **Microsoft Office Suit**: Advanced Excel, Word, Power point, Outlook, Photoshop. * SAP, **Tally** 7.2 & 9, Peach tree. * Child Rights and You (**CRY**) membership. * **British Council Intermediate Certificate**. (Speaking, Listening, Presentation& Hearing).   Personal Contact : [dennis-287398@2freemail.com](mailto:dennis-287398@2freemail.com)  Reference : Mr. Anup P Bhatia, HR Consultant, Gulfjobseeker.com 0504753686 |
| **DECLARATION:**  I hereby declare that the information’s furnished above is true to the best of my knowledge and belief.  Date: Yours faithfully,  Place: Dubai. ***Mr. Dennis.*** | |