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Key Result Areas

Key Account Handling

Pricing & Negotiation

Business Development

Client Services

Exp/Imp Operations

Team Management

Problem solving and decision making

Oil tanker handling

Education

MBA- Sales& Marketing

(Full Time)

BSc-Physics

Job Objective

Middle Management level positions in, Business Development, Key Account Management, Cargo Management, Operations ,Logistics, Commercial Functions with leading organisations in the International Shipping industry.

Employment Synopsis (UAE)

* SALES MANAGER 01ST August 2007/Till Date SEAWORLD SHIPPING AND LOGISTICS L.L.C, Dubai
* ASSISTANT MANGER JUNE 2006/JULY 2007. PARAGON FZE,AIRPORT FREE ZONE. Dubai
* SALES EXECUTIVE – MARCH 2000/May 2006 Eurogulf Shipping L.L.C. Karama. Dubai

Career Scan

SALES MANAGER

SEAWORLD SHIPPING AND LOGISTICS.L.L.C, Dubai 01ST AUGUST 2007/Till Date

* Sales & Business Development - Cargo Services (Imp/Exp/Cross trades BOTH AIR & SEA). Experienced in managing a diverse range of clients having complex logistics with high level of demands, diplomacy.
* Responsible for growing the company’s global freight forwarding

Business in assigned territories, in accordance with corporate objectives (i.e. revenue & profit targets, product growth initiatives, etc.)

* Totally responsible for running the Dubai office in the profitable manner for past 07 years. Achieved the annual growth targets (revenue, profit, volume) as defined by the HO. Effectively manage a large and diverse workload in a pressured environment. Strong time management skills with an ability to plan ahead, anticipate requirements, problems and obstacles, and an ability to juggle competing priorities successfully, and to work to tight deadlines.
* Responsible for find and develop qualified leads, then convert them through the sales process into prospects and customers. Engages prospects and

customers to present the company’s services, always furthering relationships up the value continuum towards the advisory. Advocates for both the company and the customer, striving to find win-win solutions that expand and further client relationships.

* Generating qualified leads (cold calling), then convert them through proper Implementation of business modules/strategy. Continuously keep the sales pipeline full with deals at various types and stages, including fresh/new (qualified) leads/introductions, mid and late stage sales life cycle targets.
* Rate negotiation & pricing for corporate customers from carriers.

**Computer Literacy**

MS Word, Excel, Outlook

**Strengths**

Excellent Communication

Excellent Customer Care

Excellent Interpersonal skills

Excellent team player & good leadership qualities

Ability to adapt to new conditions

Good observation and analytical skills

Aggressive & innovative approach

Comprehensive problem solving skills

* Ability to adopt a pro-active approach to problem solving. Working closely with colleagues as required and offering solutions as appropriate. Completes sales, operational requirements by scheduling and assigning employees, following up on work results. Maintains sales staffs job results by counseling and disciplining employees, planning, monitoring, and appraising job results.
* Maintaining monthly, weekly, sales/biz report for higher mgt for biz planning and budgeting.
* Meetings with various oil traders/blenders/commodity traders for

Tanker Vessel agency business at Jebel ali and Fujairah ports.

* Managing and coordinating the Vsl operations and frt forwarding team to get the optimum output.
* Port Services – Oil Tanker Handling.

Assistant Manager

Paragon FZE, Dubai JUNE 2006/JULY 2007

* Overseeing marketing operations for achieving increased growth and profitability.
* Manage an assigned geographical sales area or product line to maximize sales revenues & coverage to meet corporate objectives.
* Develop prospective clients, make cold calls and service and grow existing clients.
* Respond to inquiries by clients. New acquisitions and customer retention.
* Forwarding inquiries to agent.
* Prepare quotations through Sales support and send to clients.
* Follow –up on quotations and close business, if lost revert with reasons
* On receiving confirmed business hand over to customer service.
* Collect dues and outstanding amounts from clients in allotted credit limit

Sales Executive

EUROGULF SHIPPING. LLC, Dubai

MARCH 2000/MAY 2006.

 Responsible for the LINER FCL Sales of Contship container Lines (UK) LTD.UK based carrier had coverage to almost all the ports in the world.

 Making cold calls to prospective clients & pitching for sales both Liner and frt. forwarding

* Responsible for securing new customers, and maintaining and developing existing account
* Corresponding & coordinating with worldwide agents for nominated & freehand shipments, coordinating with customer service, logistics & documentation & transport department.
* Achieving & maintaining sales target in both imports & exports.(Sea & Air).

**REFERENCES TO BE PROVIDED ON REQUEST**