

STANLEY MORRIS

Senior Operations Manager

📞 +1 333 333 3333

✉ stanley@hiration.com

📍 SF, US

SUMMARY

Proven Operations & P&L Management Excellence

I am an impact oriented and experienced professional skilled in the commercials, operations, P&L management & regional management in the shipping industry. Over a vast career of 2 decades, I have shown exemplary results in managing shipping operations in the West Asia Gulf. I have developed a regional expertise in customer & office management. I am proficient in negotiating & finalizing contracts.

KEY SKILLS

- Commercials • Negotiations • Business Acumen • Operations • Leadership • Strong Interpersonal Skills • P&L Responsibility
- Client Management • Team Building • Analytical Skills

PROFESSIONAL EXPERIENCE

CMA - CGM

General Manager

SF, US

📅 Apr '09 - Present

P&L & Operations Management

- Reporting to the **Board of Directors** of the company
 - Responsible for **annual profit generation of USD 7 - 8.4 mn.**
 - **Managing the operations & P&L** of the firm; **leading** firm to being **no. 3 in market with 15% market share**
 - **Developing the export market** of Polypropylene for through active participation in export tenders (Qapco/ Qchem/ Total/ Qatofin) & Aluminum
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Globelink Container

Representative (NVOCC / Projects Div)

SF, US

📅 Aug '96 - Aug '09

Inventory Management & Leadership

- Reported to the **Board of Directors** of the company
 - **Handled** an inventory pool of **300 units of special equipment** (OT/FR/FB)
 - Generated **monthly revenues of USD 30,000+** from the 1st year of operation
 - **Led** Globelink NVOCC-Project's Container Division which operates dry & special equipment
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EDUCATION

Bachelor of Commerce

UC Berkeley

Berkeley, US

📅 Jul '94 - Jul '96

Top 15 percentile of the class
