

**BHUSHAN VIRKAR**

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**INTERNATIONAL BUSINESS ~ SHIPPING OPERATIONS**

Industry Preference: **Automobile/ Pharmaceutical**

Location Preference: **Gujarat & Maharashtra**

**Profile Summary**

An accomplished professional with **8 years of experience** in:

**Export Operations Custom Clearance Shipping Operations**

**Statutory Compliance Trade Finance DGFT & Customs**

**Direct Shipping Line Port Operations Export Documentation**

* Currently associated **with Grasim Industries Limited (Aditya Birla Group Company), Vadodara as Assistant Manager (Logistics & Compliance)** with exposure in Exports & Imports, Logistics, Trade Finance, Shipment Planning, Commercial Operations & General Management
* Track record of executing effective trade finance activities like LC clearance (under UCP-600) & confirmation for countries such as Kuwait, Oman, Qatar, Bangladesh, Nigeria, Ghana, Congo, Spain, and Sri Lanka & South Africa
* Extensive experience in Export Shipment, Planning & Execution, Export Documentations (through SAP system), **DGFT & Customs Matters**, Logistics & Port Operations.
* Pioneered in working on **SAP SD Module** for creating Quotations, Contracts, Export Pre-shipment and Post-shipment documents; administering activities related to Logistics (Sea/Road/Rail), Plant Logistics (Inbound & Outbound) in India, Dry Port/Inland Container Depot & Container Freight Station.
* Functional capability in dealing with DGFTfor various benefits under Foreign Trade Policy like MEIS, EPCG Licence, Advance Licence & SHIS Licences.
* Outstanding communication & leadership skills that have been put to use in effectively resolving problems and promoting a positive work environment.

**Organisational Experience**

**Since Mar’13 with Grasim Industries Ltd. (Aditya Birla Group Company), Vadodara as Assistant Manager (Logistics & Compliance)**

**Role:**

* Liaising with the Production & Marketing Department to plan export shipment; coordinating & following up with the shipping line
* Collaborating with the plant, corporate office, CHA and shipping agency for effective implementation of the shipment plan; preparing monthly export shipment reports; strengthening supply chain effectiveness.
* Reviewing and passing bills of CHA, freight forwarder and shipping line; examining the Letter of Credit and ensuring contract compliance; suggesting amendments when required; ensuring clearance of LC as per UCP 600 norms & confirmation of LC with various banks.
* Engaging in preparation of Export Quotations, Export Contracts, Post-shipment Documents, Sale Orders, Pro Forma Invoice, Commercial Invoice & Certificate of Origin, Bills of Exchange & Bank Realization Certificate through SAP system
* Monitoring all DGFT matters such as MEIS, SHIS, EPCG and Advance Authorization Scheme (mainly incentive under Chapter 3 of FTP)
* Instructing the port office for shipments; assessing the exported cargo; following up with the overseas buyer for due payments of export bills; sending export documents for bank negotiation / collection
* Evaluating and reviewing company’s logistics operations business practices; updating and developing process documentation; streamlining opportunities and eliminating non-value added activities

**Highlights:**

* Eliminated INR 38 Lakhs in unnecessary freight by optimizing shipping routes
* Designed ground-breaking logistical solutions for global supply chains which greatly enhanced performance by 30%
* Reduced the logistics operations cost to 27% through various innovations & Transportation Discrepancy Report (TDR) effect
* Improved Delivered in Full-on-Time (DIFOT) results for both internal and external customers from 35% to 67%
* Taken INR 3.5 Crores Exports incentives like FMS, MEIS,DBK

**Previous Experience**

**Feb’12-Mar’13 with Tata Motors Ltd., Mumbai as Assistant Manager (International Business & Finance)**

**Role:-**

* Preparation of Export documents like Proforma Invoices, Commercial Invoices, Bill of Exchange, Bank realization certificates for both **CVBU & PCBU.**
* Reviewed documents as per LC ensured clearance of LC as per UCP 600 norms; prepared monthly Export Shipment Reports for both CVBU and PCBU Units; collaborated with the Shipping Department for upcoming shipments

**Jan’09-Jan’12 with M/s Ruchi Soya Industries Ltd. as Junior Manager (Export)**

**Role:-**

* Preparation of Export Quotation, Export Contracts, Export sales order, Export Pre shipment & Post shipment documents.
* Timely given shipping instruction to Port offices for bulk and containerized shipment.
* Dealed with surveyor for the examination/survey of the cargo prior to shipment
* Monitored of cargo during the shipments & keep the proper track till the sailing of the vessel.
* Follow up with the buyer for the due payments of Export bills.
* Assisted in various DGFT matters like DBK, EPCG & Advance Authorization.

**Industrial Training**

Organisation: M/S Flexituff International Ltd., Pithampur

Role: Management Trainee in International Business

Period: Jan’07-May’07

Description: The training includes the complete pre & post-shipment documentation and clearance of export cargo from ICD, Pithampur

**IT Skills**

* MS Office (Excel, Word, Power Point) & Internet Applications
* SAP system (SD Module)

**Interest & Co-curricular activities**

* Reading, Travelling.
* Active participation in Cricket matches at school & district level.

**Academic Credentials**

* **MBA (Foreign Trade)** from Vaishnav Institute Of Management Studies (Devi Ahilya Vishwavidhyalaya), Indore in 2008
* B.Com. (Computer Application) from Swati Jain College (Devi Ahilya Vishwavidhyalaya), Indore in 2006
* 12th from S.S.V.M. (M.P. Board), Bhopal in 2002
* 10th from S.S.V.M.(M.P. Board), Bhopal in 1999

**Other Course:**

* Diploma in International Marketing from Ahmedabad Management Association (AMA) in 2013

**Personal Details**

Date of Birth: 12th October 1983

Address: 4, Yogeshwar Society, Subhanpura, Vaododara-390023, Gujarat

Languages Known: English, Hindi, Marathi and Gujarati

Passport no: H3735448