

**BRIJESH RAVAL**

Ahmedabad, Gujarat, India |

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RESUME**BRIJESH RAVAL**

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Objective/Summary:

Results-driven professional with a strong background in export-import operations and management. Demonstrated expertise in international trade, supply chain management, financial analysis, negotiation, and communication. Proficient in digital skills, including social media and marketing. Seeking a senior managerial role in export-import to leverage knowledge and drive successful international trade operations.

Education:

Sr.No	Degree	Institute/University	Status	Duration
1	Master in Diploma Export and Import Management	Lime Institute, Rajkot, Gujarat, India (BSS-Bharat Sevak Samaj, Delhi, India)	90%	10/05/2018 - 10/05/2019
2	Bachelor in Ayurved Pharmaceutical Science	Indian Institute of Ayurved Pharmaceutical Science; (ITRA-Gujarat Ayurved University, Jamnagar, India)	Dropout	01/08/2013 - 01/08/2014
3	Diploma in Ayurved Pharmaceutical Science	Indian Institute of Ayurved Pharmaceutical Science; (ITRA-Gujarat Ayurved University, Jamnagar, India)	60%	01/08/2011 - 01/08/2013

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Skills Improvement Certificate Courses:

Sr.No.	Course Name	University	Platform
1	Startup Valuation	Duke University	Coursera
2	Financing for Startup Business	Duke University	Coursera
3	Problem Solving Techniques	LinkedIn Learning	LinkedIn
4	International Leadership and Organisational Behaviour	Universita commerciale Luigi Bocconi	Coursera
5	Corporate Sustainability, Understanding and Seizing the Strategic Opportunity	Universita commerciale Luigi Bocconi	Coursera
6	Global Diplomacy and Diplomacy in the Modern World	University of London	Coursera
7	Improving Communication Skills	Wharton Executive Education	Coursera
8	Building High Performing Teams	University of Pennsylvania	Coursera
9	Introduction of Personal Branding	University of Virginia	Coursera
10	Entrepreneurship Development Program	CED- GUJARAT	CED- RAJKOT

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Skills:

Knowledge of Indian Trade Portal.in; Trade Map.org; The Dollar Business.com; Volza.com; Go4WorldBuisness.com; and many more	Technological Proficiency	Marketing Strategy
Knowledge of International Trade	Digital Marketing	Business Analysis
Strong Analytical Skills	Social Media	Data Analysis
Negotiation and Communication Skills	Social Network	Microsoft office
Supply Chain Management	Business Development	Google Suite (Docs, Sheets, Slides) - Advanced
Financial Acumen	Business Strategies	Computer Proficiency(Profesional)
Legal and Compliance Knowledge	Business Management	Gujarati(Native)
Leadership and Team Management	Pharmaceutical	Hindi (Native)
Problem-solving and Decision-making	FMCG	English (Professional)
Cultural Awareness	Strategy & Planning	German (Beginner)

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Work Experience:

Sr.No.	Position	Company	Duration
1	Export Import Executive	Varshil Packaging Pvt. Ltd, Ahmedabad, Gujarat, India	02/02/2022 - 17/12/2022
2	Export Executive	Mesha Exports, Ahmedabad, Gujarat, India	07/06/2021 - 01/02/2022
3	Import Export Manager	RAMDUT VENTURE, Rajkot, Gujarat, India	01/06/2019 - 07/06/2021
4	Intern - Import Export Manager	LIME EXIM, Rajkot, Gujarat, India	10/06/2018 - 31/05/2019
5	Hospital Pharmacist	C.C.R.A.S. (CENTRAL COUNCIL FOR RESEARCH IN AYURVEDIC SCIENCE) MINISTRY OF AYUSH - INDIA, Surendranagar, Gujarat, India	06/12/2015 - 06/06/2018
6	Medical Representative	AIMIL PHARMACEUTICAL, Surendranagar, Gujarat, India	01/04/2015 - 05/12/2015
7	High School Science Teacher (Tutor)	ULTRAVISION ACADEMY, Surendranagar, Gujarat, India	05/06/2014 - 31/03/2015
8	Medical Representative	RAJASTHAN HERBALS INTERNATIONAL, Jamnagar, Gujarat, India	08/08/2011 - 31/04/2014
9	Delivery Boy	Self-employed (My own - Early Morning Session), Limbdi, Gujarat, India	01/04/2009 - 31/07/2011
10	Helper Boy	Medical Shop, Limbdi, Gujarat, India	01/04/2009 - 31/07/2011



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Responsibilities: Export Import:

1. Develop and implement import-export strategies and plans to optimize trade operations and maximize profitability.
2. Identify and explore new markets and business opportunities for expanding the company's export-import activities.
3. Manage and coordinate the entire export-import process, including order placement, shipment tracking, customs clearance, and delivery.
4. Ensure compliance with international trade regulations, customs requirements, and documentation standards.
5. Conduct market research to identify trends, demand patterns, and competitive landscapes to support strategic decision-making.
6. Build and maintain strong relationships with international suppliers, customers, freight forwarders, and other stakeholders.
7. Negotiate and finalize contracts, pricing, and terms of trade with suppliers and customers.
8. Monitor and analyze market conditions, industry trends, and competitor activities to identify risks and opportunities.
9. Collaborate with internal teams, such as sales, logistics, finance, and legal, to ensure seamless execution of export-import operations.
10. Optimize supply chain processes and logistics to improve efficiency, reduce costs, and enhance customer satisfaction.
11. Conduct financial analysis, including cost-benefit analysis and profit margin evaluation, to support pricing and decision-making.
12. Stay updated on global trade regulations, tariff policies, trade agreements, and industry best practices.
13. Lead and mentor a team of export-import professionals, providing guidance, training, and performance evaluation.
14. Oversee and manage all documentation, including invoices, shipping documents, letters of credit, and export-import licenses.



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15. Collaborate with marketing and sales teams to develop marketing strategies and promotional campaigns for international markets.

Qualified Skills:

Master's in diploma degree in Export-Import Management, International Business, Supply Chain Management, or a related field.

Proven work experience as an Export Import Manager or a similar role, preferably in the pharmaceutical or healthcare industry.

In-depth knowledge of international trade regulations, customs procedures, and documentation requirements.

Strong analytical and financial skills to conduct market research, financial analysis, and cost-benefit evaluations.

Excellent negotiation, communication, coordination and interpersonal skills to build and maintain relationships with international partners.

Proficient in supply chain management, logistics, and shipment tracking systems.

Technologically proficient, with knowledge of digital tools, social media, and marketing strategies.

Ability to work in a fast-paced and dynamic environment, managing multiple projects simultaneously.

Strong leadership and team management skills to lead and motivate a team of export-import professionals.