CURRICULUM VITAE

[sagar r nathani]

**Residence Contact Information**

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Pin 370110

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**SPECIALISATION**

Port and Shipping & Marketing

International business

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# *SUMMARY OF ACADEMICS*

**Degree College/University Year of Passing Grade/Class**

PGPGBM Xcellon Institute School of Business (Ahmedabad) 2014 61.25%

M.B.A. Bharathiar university 2014 58.38%

B.B.A. Kachchh university 2012 62.20%

H.S.C Gujarat board 2009 63.57%

S.S.C Gujarat board 2007 55.30%

**WORK EXPERIENCE**

Name of Organization : Worldwide Logistics (India) Pvt.Ltd. (Ahmedabad)

Profile: Sales and Marketing

Duration: August 2014 to Current

Brief Description:

* Developing Sales of Export & Import –BY AIR & SEA
* Frequent Market visits to capture Ahmedabad, Vadodara, Morbi market and adjoining places of Gujarat.
* **Ocean Export & Import:** To negotiate rates from different shipping lines as per destination and quote rates to clients as well as overseas agents.
* **Air Export & Import:** To negotiate rates from different airlines as per the destination and quote rates to clients as well as to agents.
* Participate in developing sales plan and Execution of projects
* Manage the development of marketing/promotional activities
* Coordinate with custom for shipment clearance
* Manage the operational activity
* Handling various Ex-work,CIF,FOB,C&F shipments
* Knowledge of custom clearance at ICD and Port & Air port

**INDUSTRY EXPERIENCE**

Summer Internship Company : Trans Asian Shipping Service (P) Ltd. (Gandhidham)

Project Title: Entire Operation in International Business Export-Import document procedure

Duration: 2 Month (27thMay 13’to 26thJuly 13’)

Brief Description:

**Customer service:**

* To file Quotation, to update booking/revalidation/splitting/merging.
* Check for equipment availability, space restrictions & POD requirements or restrictions, if any before issuing any bookings.
* To issue C.R.O. to send client/vessel schedule.
* Sending Loading Confirmation (SOB) / Shut-out messages to customers.
* To take hazards cargo approval from H.O./vessel agent/container rolls over in nominated vessel
* Advising customers through mail on changes in Vessel, SI submission & Shipping Bill
* Handover cut-offs for proper planning at their end.
* Handle Back to Town requests for gate-in containers to be moved out of the port.
* Updating customers on date of cargo collected by consignee at destination, as and when

Requested only after confirming on mail with the destination agents.

**Operation:**

* Container photo conformation on tassnet system (SAP)

**Sales:**

* Filed work on business development for costal market for zone

(**Area scope**: Rajasthan, Gandhidham, Morabi, Rajkot)

**FINAL PROJECT**

Project Title: A Study on Challenges in Container freight Station services of Kutch Region

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**ACADEMIC AWARDS & ACHIEVEMENTS**

* Stipend of Rs. 27000/- From SIP.
* Successfully Completed certificated course on Essence of port and shipping Logistics at JBS Academy
* Successfully completed certificate course on Import-Export at Ahmedabad Management Association
* Shipping &Port Management Project : A study on Critical Terminal of India¨
* Entrepreneur project “Business plan for New Coastal shipping line”
* Kutch level winner 3rd rank of athletics Games (high jump)
* 1st rank business Standard Newspaper Exam

**INDUSTRIAL VISIT**

• Mundra Port

• Kandla Port

• Mumbai Port

• ICD-Khodiyar (Ahmedabad)

• CFS visit at Mundra CFS, Ashutosh CFS, and Transworld CFS

• Zydus Cadila (Pharmaceutical)

• Abellon Clean Energy (Power & Energy)

• Claris Life sciences Ltd. Ahmedabad

• Abellon, Ahmedabad

• SEWA (Self Employed Women’s Association)

• Zydus Cadila

• Windsor Machinery Ltd.

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# *PERSONAL DETAILS*

**Gender** : Male

**Date of birth** : 5th February 1992

**Father’s name** : Rameshbhai V. Nathani

**Languages known** : English, Hindi, and Gujarati

**Marital status** : Single

**Computer Literacy :** Knowledge of MS Office, Excel & Internet

**Hobbies** : Playing cricket, Traveling.

**Passport :** N3902147