|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Personal and Visa Status Summary** | | **Education, Experience & Salary Summary** | | **Photo** |
| **Age & Sex** | 32, Male | **Highest Education** | **Age & Sex** |  |
| **Nationality** | Indian | **Total Years of Exp** | **Nationality** |
| **Current Loc.** | Dubai, UAE | **Experience in GCC** | **Current Loc.** |
| **Visa Status** | Visit Visa | **Reason for Leaving** | **Visa Status** |
| **Release / NOC** | Available | **Current Salary** | **Release / NOC** |
| **Notice period** | Immediate | **Expected Salary** | **Notice period** |
| **Remarks by the Consultant** | * Generating business, importing exporting, freight forwarding through air, sea, land   Reporting to Sales Manager. Target is 3 times of his salary.  Dealing with air freight and cargo. | | | |

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| --- | --- | --- |
| Candidate’s Self Evaluation | | |
| 1 | Give a brief description about your exposure in the Marketing and sales or Fashion Industry? |  |
| 2. | What are the main brands you are familiar with / handled? |  |
| 3. | What are the marketing strategies you were adopting / aware of, for Fashion Industry |  |
| 4. | What was your involvement in purchasing / operations areas? |  |
| 5. | Describe your major achievements in the career. |  |

|  |  |  |
| --- | --- | --- |
| Seekers’ Consultant’s Feedback on Candidate’s Competency | | |
| 1 | Experience |  |
| 2. | Education |  |
| 3. | Other skills / Communication |  |
| 4. | Salary and Allowances |  |
| 5. | Others |  |

**Career Objective**

An innovative and goal oriented professional, with a proven history of improving customer relationships, operational efficiency and increasing profitability to exceptionally drive logistic business assignments.

**Career Highlights**

**AGILITY, DOHA, QATAR (Mar 2012 – Oct 2013)**

Business Development Officer

* Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
* Sells products by establishing contact and developing relationships with prospects; recommending solutions. Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
* Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
* Prepares reports by collecting, analyzing, and summarizing information. Maintains quality service by establishing and enforcing organization standards.
* Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies. Contributes to team effort by accomplishing related results as needed.

**REFLEX INTEGRATED LOGISTICS PRIVATE LIMITED, CHENNAI, INDIA (Feb 2011 – Feb 2012)**

**Sales Officer**

* Present and sell company products and services to current and potential clients.
* Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
* Follow up on new leads and referrals resulting from field activity. Identify sales prospects and contact these and other accounts as assigned. Prepare presentations, proposals and sales contracts. Develop and maintain sales materials and current product knowledge. Establish and maintain current client and potential client relationships. Prepare paperwork to activate and maintain contract services. Manage account services through quality checks and other follow-up.
* Identify and resolve client concerns.
* Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
* Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff. Coordinate company staff to accomplish the work required to close sales.
* **TIME WORLD FREIGHT LLC, DUBAI, UAE (Jan 2004 – Dec 2010)**

**Customer Service Officer**

* Involved in managing customers' international shipping requirements by air, sea, road and cross trade shipments.
* Freight rate negotiations with local shipping lines, airlines, LTL/FTL operators and overseas agents, track and trace.
* Assign, supervise, coordinate and support the operations and management activities and on daily, weekly, monthly basis
* Implement clearance procedures with appropriate documents, monitor delivery of the shipment to respective destinations, generate invoices and close job cards for respective clients.

**ACADEMIA**

* Master Of International Business– University Of Wollongong, Australia (2006 – 2008)
* Bachelor Of Business Administration – University Of Madras, India (1999 – 2002)
* Senior Secondary Education – Indian School Of Ajman, UAE – CBSE Board (1997 – 1999)
* Primary and High School Education – Indian School Of Ajman, UAE – CBSE Board ( 1987 – 1997)

**PERSONAL VITAE**

Date Of Birth 2nd July 1981

Place Of Birth UAE

Marital Status Single

Languages Known English, Hindi, Malayalam, Tamil and Arabic

Nationality Indian

Visa Status Visit- expiry date Jan 15th 2014

Drivers’ License International Valid D/L - 10thOctober 2014

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