**KV SAJEEV**

**Address:** Kochi, India, **Mobile:** +91 7907117912, **E-mail:** [kvsajeev@yahoo.com](mailto:kvsajeev@yahoo.com)

I am a commercially astute senior professional with proven expertise in Sales, Operations and Project Management. I have been successful in increasing market share and had achieved significant financial results from all stakeholders.

SKILLS

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Logistics and Supply chain management, Freight forwarding, Procurement, Ship charter & Vessel Management, Customer management

PROFILE HIGHLIGHTS

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* Career spanning 20+ years with 09 year’s experience in international setting.
* Held positions across India, Africa and Middle East countries in multicultural diverse set ups.
* Managed a US Navy forward base at Jebel Ali as Project Manager for Base Operations Support contract for 5 years.
* Handled warehousing services contract for US Navy at Jebel Ali for 3 years.
* Handled road transportation (trailers, low beds, heavy lifts) contracts.
* Expert in crew, spare logistics and offshore support.
* Exposure in remote logistics support for military operations.
* As port agency manager handled 600 port calls over 8 years in 3 countries.
* Proven competency in handling budget and P&L.
* Asset owner for port handling equipment including mobile cranes and MHEs.
* Drafted SOPs and formulated process for long term contracts.
* Trained operational staff for best and safe practices.
* Key person for handling complex contract negotiations and contract disputes.
* Veteran Short Service Commissioned technical officer from Indian Navy.

EXPERIENCE

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**WALTER CUMINNS SHIPPING SERVICES Kochi, India**

Country Manager Oct ’20– Jan ’22

* Responsible for Agency operations and Business Development.
* Overseeing port calls at Kochi and Vizhinjam ports.
* Supplier management and third party sub-contracting for crew and spares logistics.

**CONSOLIDATED SHIPPING LINE (INDIA) PVT. LTD Kochi, India**

Head – Projects Division Apr’17 – Mar’20

* Developed business vertical and brought revenue worth USD 1.1M during last 3 years.
* Added 6 customers and won freight, project forwarding and supply chain contracts of over USD 405K.
* Bids/Contracts specialist for global Govt. tenders and military projects.
* Specialist in East Africa multimodal logistics, vendor management and sub-contracting.

**OGF SHIPPING LLC Dubai, UAE**

General Manager (Projects & Chartering) Oct’14–Mar’17

* Operated two MPP vessels for project, general and containerized cargoes effectively achieving 15% growth in GP.
* Executed affreightment contract with Maersk Line for feeder service from Djibouti to Berbera for 12 months.
* Planned and successfully completed 3 voyage charter movements involving humanitarian aid cargo for WFP from Djibouti to Yemen during war crisis.

**INCHCAPE SHIPPING SERVICES Dubai, UAE**

Manager (Navy) Jul’10 –Sep’14

* Contributed to topline growth of nearly 31 percent from vessel husbandry, base operations, facilities management, stevedoring and transportation business of US Defence
* Secured the VPD (vessel protection detachment) business worth yearly revenue of around USD 300K from Netherland Defense Forces for cargo handling and personnel transfer at UAE ports.
* Engaged business with EU armed forces for Multimodal cargo movement valued at USD 800K for pulling out troops from Afghanistan.

I had also worked at Inchcape Shipping Services India, Djibouti, Wartsila India and Indian Navy between 1999 and 2010

EDUCATION

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* Post Graduate Diploma in Business Administration (Operations) from SCDL, Pune, India, 2006.
* B. Tech (Electronics & Communications Engineering) from University of Calicut, India, 1998.