

# **Rupesh Mediratta**

Commercial Manager MSC Vietnam

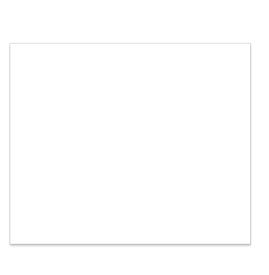
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Rupesh Mediratta · 3rd

Commercial Manager MSC Vietnam

Vietnam · 500+ connections · Contact info

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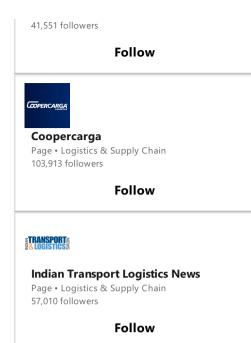


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## **About**

Highly accomplished, deeply driven, marketing professional with a successful track record in International Business, Supply chain management and telecommunication. Respected, enthusiastic leader with proven ability to develop and implement business development, sales, marketing and PR strategies to acquire new customers and retain

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# Activity

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# Experience

## **Commercial Manager Vietnam and cambodia**

MSC Vietnam
Jul 2009 – Present
· 11 yrs 10 mos

country Head Vietnam for Sales, Marketing and Operations functions.

#### **Marketing-West Asia Trade**

NYK/TSK Line, Singapore Oct 2007 – Jun 2009 · 1 yr 9 mos

Maintaining full responsibility for the execution of the strategic marketing functions for the West Asia trade. Managing 13 sales offices in India, Pakistan, Sri Lanka and Middle East on appropriate sales strategies and tactics.

1.Increased TSK/NYK business in assigned markets by 12% in terms of volumes.

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#### **Asst Manager, Global Accounts Sales**

NYK Line India, New Delhi Oct 2005 – Sep 2007 · 2 yrs

Oversaw the development and management of 7 global accounts including Suzuki, Honda and GAP giving revenues worth over \$100M to the company on annual basis. Well versed in sales of the Container, Break Bulk and Car Carriers.

1.Built and maintained strong relationships with decision makers to advance company objectives and further generate avenues for additional business.

... see more

#### Education

#### IILM,Delhi

MBA, Marketing 2003 – 2005

### **Punjab Technical university**

B.Tech, Electronics and Communication 1998 – 2002

#### Skills & endorsements

**Business Development** . 8

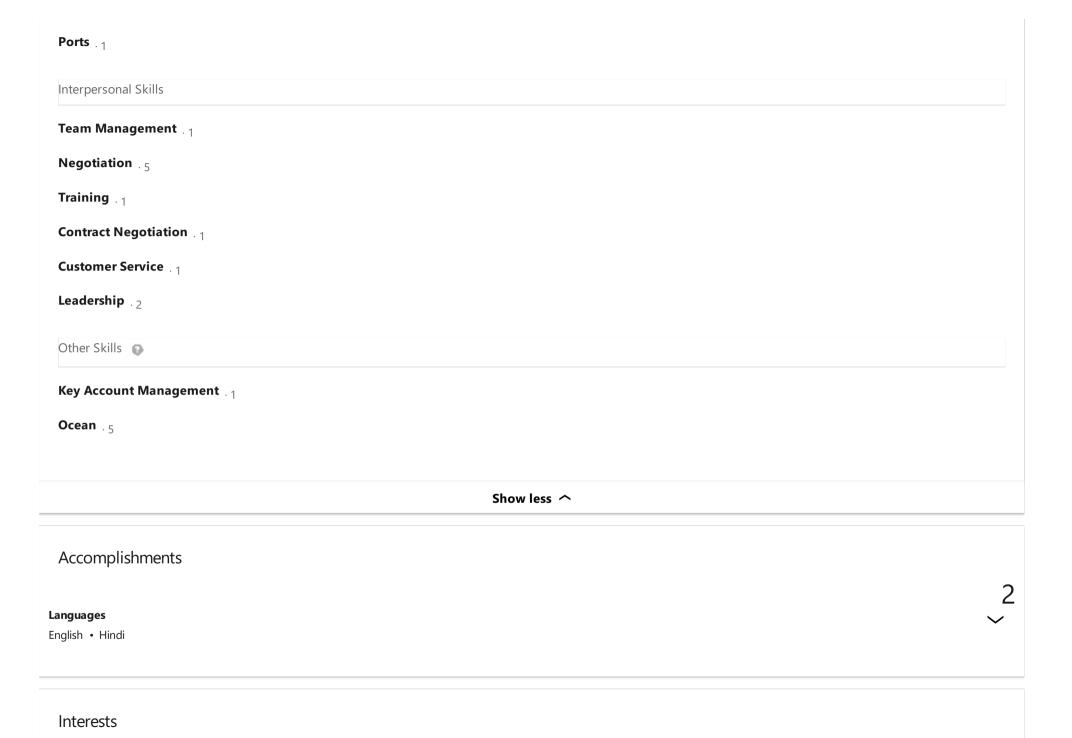
Ringo Lo and 7 connections have given endorsements for this skill

Management . 14

**Supply Chain Management** . 9 Endorsed by Shouvik Chattopadhyay and 1 other who is highly skilled at this Endorsed by 2 of Rupesh's colleagues at NYK Line (India) Ltd Industry Knowledge **Logistics Management** . 6 **Freight Forwarding** . 3 Transportation . 4 International Logistics . 4 **Competitive Analysis** . 3 **International Business** . 2 **Operations Management** . 3 Sales . 1 Shipping . 5 Pricing . 1 Trading . 1 New Business Development . 2 Export . 1 **International Shipping** . 2 Warehousing . 1

Endorsed by 2 of Rupesh's colleagues at NYK Line (India) Ltd

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3PL . 1
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Sales Management . 1
Supply Chain . 2
Telecommunications . 1
International Sales . 2
Marketing . 1
Transportation Management . 1
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Managing director at GTL Co.,Ltd

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Trade Manager at MSC Mediterranean Shipping Company Vietnam

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Recruitment Specialist cum Admin at Milensea Retail

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# Le Nhat Huy

President at UTE Logistics and Supply Chain Club

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#### Khánh Linh Đỗ

Human Resources Assistant at Hachinet Software

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Student at Ton Duc Thang University

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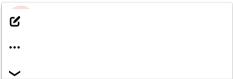
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