

## YOGESH

**Mobile:** +91-9278383907

**Address:** A-1/68 Street no- 14, Gopal Nagar, Najafgarh , New Delh

**Core Competencies:**

**Shipping • Vendor management • Customers handling • Back Office Operation and Shipping Documents**

- **CAREER CONTOUR**

- ❖ **THREE YEARS EXPERINCE IN Shipping Line.**

### **Malahide filter services ltd**

**Cordelia K Insisi**

**Since May'16 as Nov'17 Deck Officer, England**

### **K M Maritime , South Africa**

**Since July'14 as jan'16 Deck Officer**

### **Job Lagao .com Pvt Ltd (Part Time)**

**Business Development Manager**

#### **Highlights**

- Responsible for sales and business development.
- Responsible for developing and managing dealer network.
- Responsible for pre and post sales activities.
- Representing company on trade shows, exhibitions and seminars.
- Responsible for all Channel Sales.
- Develop and manage efficient distribution network for sales.
- Develop efficient and creative sales and marketing strategies for the assigned territory and target setting for the sales team.
- Collecting customers and market feedback and reporting to the organization.
- Provide innovative ideas and suggestions to improve the market presence.
- Maintain relationship with existing customers for repeat business.
- Develop creative promotional strategies to attract more candidates.
- Manage train, motivate and review performance of sales team.

### **Started career at SPN Technovision (BPO), Gurugram**

**Oct'09 – Dec'11 BPO Executive**

#### **Highlights:**

- International Voice Process
- Resolve Customer Queries Over The Call
- Provide Appropriate Solution to the Customer
- Global Client Management

#### **Computer literacy**

Basic Knowledge Of Ms Word, Excel

Basic hardware terminology

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**ACADEMIC CREDENTIALS****10<sup>th</sup> CBSE ; 2008****12<sup>th</sup> NIOS; 2011****Diploma in Nautical Science; 2013**

International Maritime Institute; Greater Noida

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**Date of Birth:** 16<sup>th</sup> September 1991

NOTE:- I AM EX MARINER LOOKING FOR JOB IN SHIPPING COMPANY BECAUSE I HAVE KNOWLEDGE ABOUT ALL TYPES OF SHIPPING DOCUMENTS LIKE CDC ,COC AND STCW