



# • Selvakumar Sankarasubbu

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## Professional Summary ●

With a solid background in commercial functions with various Liner Shipping Agencies, Freight Forwarding and Terminal with proven track record of success with the skills of Agency developments ,Strategic planning and execution , Market Analysis and Research , Sales Strategy and Revenue Growth , Team Leadership and Management, Cross -Cultural communications, Negotiation and Deal-Making ,Contract and Partnership Management, Budgeting and Financial Analysis, International Business Development, Supply Chain and Logistics Management, Data Analysis and Reporting Customer Relationship and Management, Problem -Solving and Decision Making .

## Work History ●

11.2022 – Current

### **Commercial Manager, UAE and OMAN** **Clarion Shipping Services LLC - Dubai, UAE**

- Delivering commercial and sales support to Oman and GCC region
- Managing the selling process to external customers, including pricing contract negotiations. Procuring and Sourcing freight rates from various liners and NVOCCs
- Established and nurtured three key location and trade lanes resulting 14% increase within the ME and EA region, Aggregating Global networking and presence
- Spearheaded 08-member sales team delivering 19% year on year growth in the NVOCC and Freight Forwarding segments
- Maintain relationships with top accounts and participate in sales calls
- Pro-actively search, qualify, develop and engage into new customer relationships
- Managing and coaching team of individuals to optimal performance including setting account strategies,
- Manage forecasting/budget process to align with divisional goals.
- Developing and implementing growth strategies, New Opportunities.
- Reviewing and defining KPI for individual sales team
- Review and developing new opportunities, convert into revenue stream
- Having own Client base with Avg monthly volumes 150-175 TEUs, Monthly sales billing over One Million avg with 10-12 % gross Profit on SEA, AIR, Land, Ware Housing, Cross Trade BIZ

04.2021 - 10.2022



### **Area Manager**

#### **Alphabeta Global Shipping LLC - Dubai, UAE**

- Over all responsible for branch business and PNL performance
- Overseeing daily business operation and sales Team.
- Hiring, coaching, training staff and monitoring performance and mentoring.
- Developing and implementing growth strategies
- Improving and increasing revenue through long term terms business opportunities
- Maximized compliance by auditing quality systems.
- Increasing profit ratio, analyzing cost, schedule, contract performance, variance, and risk for corrective action.
- Drove sales by effectively managing several multi-units within facility.
- Sourced and developed sales leads to increasing client base.
- Achieved productivity improvements while enhancing quality control operations to reduce overhead.
- Developed systems and procedures to optimize efficiency and quality.
- Maximized revenue by identifying key long-term growth initiatives.
- Responsible for business unit Budgeting, Profits and Loss
- Generated over 75K revenue per month from own individual customer account in addition to branch performance

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03.2018 - 03.2021



### **Commercial Manager**

#### **Hutchison Ports Sohar - Sohar, Sultanate of Oman**

- Managed for Terminal Commercial team and Customer Service Team performance
- Contact point for NVOCCs, Importer and Exporter
- Closely analyzed performance reports and determine growth required, areas for cost control
- Bring in and Develop new Business, Trade Line and Revenue
- Review and ensure terminal operations stayed cost-effective and profitable through various analysis, propose suitable changes to management.
- Closely monitoring commercial team and customer service team to ensure individuals target met.
- Assign individual KPIs and provide training to underachieving individuals.
- Commercial contract defining and negotiation
- Responsible for Team annual appraisals and KPI performance
- Proactively research and secure new opportunities for revenue growth on Land Side and Sea Side
- Part of management team of Terminal Budget and PNL preparation and finalization
- Vendor and Supplier sourcing and finalization
- Review and optimizing sales methods and business strategies
- Organizing and executing successful Overseas Marketing events, Trade Fairs, Customer Meets and Trade Promotions
- Member of Terminal Tariff committee, review, propose and finalizing terminal tariff
- Successfully managed and achieved target over and above 150% year on year

04.2008 - 02.2018



### **Business Unit Manager**

#### **Khimji Ramdas Shipping LLC - Muscat, Sultanate of Oman**

(Joined as Sales executive and elevated in various position as Asst Manager Sales, Manager Sales and Business Unit Manager during the tenure for exceeding goals and performance achievements)

(Agents for Simatech (Global Feeders) , Xpress Feeders, CeeKay Line, IAL Line, Hanjin, Senator, Contship , Samudra Shipping , DB Schenker and Kuehne+ Nagel )

- Over all responsible for business unit which consists Feeder, Liner, NVOCC and Freight Forwarding
- Responsible for overall PNL for Unit and Reporting to CEO
- Over all responsible for Country Sales and PNL performance for following accounts like Global Feeders, Xpress Feeders, ANL Line,
- Key Agencies commercials Handled during tenure (CeeKay Line, IAL Line, Hanjin, Senator Lines, Contship, Samudra Shipping, DB Schenker and Kuehne+ Nagel)
- Key Contact point for Agency and Principle on Major Ports Muscat, Sohar, Salalah and Duqm
- Hands on experienced in Feeders and Main Line Vessels commercial functions with Omani Ports.
- Overall responsible for country business development, growth on revenue.

02.2004 - 02.2007



### **Operations Executive**

#### **MSC AGENCY INDIA PRIVATE LIMITED - TUTICORIN, INDIA**

- Reporting to Operation Manager
- Responsible for entire liner and logistics operation
- Responsible Equipment Control, Maintenance and Repair
- Monitor and closely work with vendors Terminal, Empty Yard MNR and Customers
- Maintain and Approve MNR records with cost effective and company standards
- Prepare and maintain all Operation and Logistics monthly Report
- Work with overseas location agent on arrivals, departure, import and export planning
- Assign transshipment route and carrier

01.2001 - 01.2004



### **Operation Supervisor**

#### **PERAL SHIPPING AGENCIES - TUTICORIN, INDIA**

- Overall responsibility for Import and Export Cargo Booking handled
- Planning and Supervising Import and Export operation for location
- Import and Export manifest filing
- Terminal Coordination for vessel arrival and Departure
- Loading List and Discharge List finalization
- Prepare and Finalization for Port Disbursement Account
- Crew Sign On / Off
- Vessel Arrival and Departure Clearance with Custom, Port Authority, Port State Control and Immigration
- Vessel Arrival and Departure Documentation
- Issuing Bill of Lading and Mate Receipt
- Issuing Delivery Order
- Handled over 300 vessel calls over all

## Skills



- Commercial and Sales Management
- Leadership Management
- Project Management
- Procurement Management
- Supply Chain and Logistics Management
- Negotiation and Deal-Making
- Budgeting and Financial Analysis
- International Business Development
- Stakeholder relationship and management
- Cost control strategies
- Sales Strategy and Revenue Growth
- Contract and Partnership Management
- Data Analysis and Reporting
- Customer Relationship and Management

## Education



- 05.2022 • Master of Business Administration, International Business, ALAGAPPA UNIVERSITY - INDIA
- 05.2008 • Bachelor of Arts, HISTORY, ANNAMALAI UNIVERSITY - INDIA
- 05.1995 • High School Diploma, CALDWELL HIGHER SECONDARY SCHOOL - INDIA

Value Added Course (2023-2024)  
Advance Logistics and Supply Chain Manager (CISCM)

## Languages



English:

Fluent

Tamil:

Fluent

Malayalam:

Proficient

Arabic

Elementary