



## CURRICULUM VITAE

P.D.Antoney

Freight Forwarding Professional.

### Application for Senior Positions – Freight Forwarding

#### Goal oriented and creative catalyst for lasting, significant profits.

A top notched game changer with a proven track record of over two decades of successful business development & management in the freight forwarding industry. Equipped with sound knowledge of operations, documentation. Conceive and deliver bold business dreams, develop strategies and market forecasts; ensure profitability and overall growth high quality portfolio backed by excellent local & global market ties.

#### Key Skills:

Strategic Sales Planning, Business development negotiations, Budgeting, Critical thinking, analytical & interpersonal skill, staff monitoring & management, , Team Player, Team leader ,problem solving, calm under pressure .

#### Professional Synopsis:

- Having the potential to generate new business within the scope of Freight Forwarding by providing all solutions to clients across all industry sectors.
- Having prospective / corporate clients in hand (medium to Corporate) for Air, Sea & Land to ensure future new business.
- Having the caliber / experience to manage the commercial / professional relationship with clients.
- Having the potential connections to attend RFQ's of major corporate clients against SOP's in association with accounts & internal departments, focused to win profitable long term business with financial forecast.

#### Skills & Education and Experience

- Bachelor's degree in commerce (B.com, Kerala University. India.)
- 30+years of Sales experience in Freight Forwarding / Dubai with Contract Logistics sales and years with solid Middle East logistics knowledge.
- Proficiency in English ( Oral & Written )

Driving License: UAE Driving License with Own Car

**Availability:** Ready to Join Immediately.

**Occupational Contour:**

**India**

- Hindustan Shipping Services – Kandla – 1990 -94 – Chartering , Vessel handling
- Intl Shipping Services – Kochi – 1995 – 96 – Office Manager

**Dubai / Uae.**

- Atlas Star Chartering ( Sharjah ) – 1992 to 2007 – Vessel Chartering
- Compass Ocean Logistics– 2007 / 2017 Key Accounts Sales Manager
- Kerry Logistics 2017 / 2018 – Freight Forwarding (Key Accounts Sales Manager )
- Alpha Star Shipping LLC / 2019 To 2020 (Freight Forwarding Sales Supervisor)
- PNI Logistics LLC 2020 -2022 (Projects & Freight Forwarding in Charge)
- Thomsun Mercantile & Marine LLC (2023-Till Date)

**Personal details:**

Name	:	P. D. Antoney
D.O.B	:	62 Yrs.27-02-1962
Nationality	:	Indian / Kerala
Passport No	:	T 3109716
Visa Status	:	Visit Visa
Readiness	:	Immediate.

PD.Antoney

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