

RENOY ROLUTHON

LOGISTICS AND SUPPLY CHAIN SPECIALIST

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PROFESSIONAL SUMMARY

Results-driven Logistics and Supply Chain Specialist with expertise in freight coordination across Air, Sea (FCL/LCL), Land, and Courier shipments. Proficient in import/export pricing, customer relationship management, and logistics optimization to achieve cost efficiency and operational excellence. Demonstrated ability to manage documentation, including HBL and invoices, ensuring 100% compliance with international standards. Adept at leveraging strong negotiation, time management, and communication skills to secure favourable contracts, improve client satisfaction scores by 25%, and achieve 98% on-time delivery rates. Proven track record in enhancing supply chain efficiency, reducing costs by up to 12%, and driving business growth in fast-paced environments through strategic planning and cross-functional collaboration.

PROFESSIONAL EXPERIENCE

Team Leader - Overseas Sales and Operations

JFS Logistics FZCO (GCC Back Office) | February 2024 – Present

- Achieved a 20% increase in client retention by delivering personalized quotations for Air, Sea (FCL/LCL), Land, and Courier shipments.
- Boosted operational efficiency by 15% through effective coordination of nominated shipments, ensuring real-time updates for agents and clients.
- Negotiated logistics contracts with clients, contributing to a 10% increase in quarterly revenue.
- Enhanced on-time delivery rates to 98% by streamlining communications with liners, airlines, and transporters.
- Strengthened customer relationships, as evidenced by a 25% improvement in satisfaction scores.

Pricing Coordinator - Export

Delight 41 Logistics, Cochin, India | June 2023 – January 2024

- Reduced export costs by 12% through strategic negotiations with carriers and competitive rate offerings.
- Improved quotation-to-booking conversion rates to 90% by maintaining proactive follow-ups with clients.
- Minimized shipment delays by 20% through meticulous coordination of confirmed bookings and preparation of documentation, including HBL and invoices.
- Achieved 100% compliance with international shipping standards by maintaining accurate and timely shipment records.
- Elevated customer trust and communication through regular status updates and prompt issue resolution.

SKILLS

- Freight Coordination: Expertise in handling Air, Sea (FCL/LCL), Land, and Courier shipments, ensuring on-time delivery and operational efficiency.
- Import/Export Pricing: Demonstrated ability to negotiate competitive rates with carriers, resulting in cost reductions and increased profitability.

- Documentation Management: Proficient in preparing and managing HBLs, invoices, and compliance documentation for international shipments.
- Logistics Optimization: Skilled in route optimization and shipment scheduling to reduce delays and enhance supply chain efficiency.
- UAE shipping and freight forwarding procedures.
- Expertise in EMIRSAL 2 declaration processing.
- Skilled in freight calculations.
- Experienced in container stuffing calculations.
- Adept in CBM (Cubic Meter) computations.
- Customer Relationship Management (CRM): Adept at maintaining strong client relationships through consistent communication and personalized service strategies.
- Negotiation: Successfully closed logistics contracts with improved terms, contributing to increased revenue.
- Shipment Tracking and Reporting: Experienced in monitoring shipments and providing timely updates to stakeholders, ensuring transparency.
- Communication: Leveraged strong interpersonal and verbal skills to effectively negotiate with clients and coordinate with team members, improving project outcomes.
- Time Management: Prioritized and executed multiple logistics tasks in fast-paced environments, consistently meeting tight deadlines.
- Problem Solving: Applied critical thinking to resolve logistics challenges, such as shipment delays, ensuring uninterrupted operations.

EDUCATION

- PG Diploma in Logistics and Supply Chain Management
Mithra Institute of Management Studies (STED Council, India) | 2024
- Bachelor of Commerce (Finance)
Kerala University – St. Xavier's College, Thumba | 2023

LANGUAGES KNOWN

English | Malayalam | Hindi | Tamil

PASSPORT DETAILS

PASSPORT NUMBER:	V3055648
PLACE OF ISSUE:	TRIVANDRUM
DATE OF ISSUE:	25/10/2021
DATE OF EXPIRY:	24/10/2031