



Renzil Rainal Dsouza

Pricing Specialist / Customer Service Executive

📍 Dubai, UAE

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Profiles

renzil rainal dsouza

<https://www.linkedin.com/in/renail-renzil-dsouza-23b716129/>

Skills

Negotiation



Team Work



Adaptability and Learning



Pressure



Certifications

Manipal Institute of Computer Education

MICE

🌐 <https://www.micegroup.in/>

Interests

Public Speaking

Drawings and Arts

Dancing and Singing

Team Building

Languages

English

Native

Malayalam

Hindi

Summary

Seeking Challenging position in an organization where I can utilize my skills and expertise knowledge to optimize best of best that industry seeks. I am Honest, dedicated and time oriented person that accomplish all tasks within stipulated time frame with cost effective policies.

Experience

Consolidated Shipping Services

June 2024-Present

Jebel Ali, UAE

Pricing Executive

🌐 <https://www.cssgroupsite.com/>

Procure Competitive rates for Air freight imports and Exports.

Coordinate with Key Accounts for regular shipments in all mode.

Generate Monthly reports and evaluate Sales performance for respective sales.

Be an active part of Service team in escalating issues with regards to operations and Sales queries.

Cross Verify Profit and provisions and send instructions to team to closure of files on time.

Keep a Track of market Situation and Price fluctuations for Air and Sea products.

Gulf Warehousing Company

October 2023 to March 2024

Doha, Qatar

Pricing Specialist

🌐 <https://www.gwilogistics.com/>

Pricing Specialist for Sales Forwarding Team with massive number of Sales which is 20 plus individuals

Specialized in service policies and procedure required to follow up on task and services required by customers.

Actions RFQ soon issued and coordinate with overseas agents vendors for BL and AWB and CIPL procedures.

Provide complete solutions on how to move shipments using less and effective means of service solutions and transports and make a complete study on HS code and requirements required for clearance process.

Coordinate with Local Vendors for transport timely organize service

Daily Follow ups with sales team and give them update on customer service followed up.

Handling complete input of jobs and ensure file for closing.

Software knowledge such as SAP/Sales Force/Cargo Wise

Hellmann Worldwide Logistics LLC

September 2021 - October 2022

DAFZA, UAE

Air Freight Customer Service Specialist

🌐 <https://www.hellmann.com/en>

Air Freight Specialist for Corporate Accounts for All imports Air Freight cargoes from the Sectors of Europe and Africa.

Specialized in handling Perishable Air Freight for importing bulk Fresh, Dry food stuff for renowned brand supermarket in Dubai and Abu Dhabi.

Complete Knowledge of FIRS and permits required for Perishables.

Specialized in Handling cargoes for Duty exempts such as import of Raw materials, various duty exempt and exit formalities such as Vat Exempts.

Coordinate with Customer and allocate service within no time to Execute shipments.

Complete Knowledge of DP world and all related customs knowledge of Main land and Free zone Markets on Dubai and other Other Emirates in UAE.

Globelink West Star Shipping LLC

November 2013 - April 2020

Dubai, UAE

Pricing and Sales Coordinator

🌐 <https://glweststardubai.com/>

Sales and Pricing coordinator for All sales for Air Sea and Cross trades.

Optimize best services to secure business and execute shipments.

coordinate with sales and customer and understand what policies and requirements to be followed to execute best of services.

Timely follow up on services offered and timely keep update our customers.

Education

St Aloysius Autonomous University

Passing Year 2012

Mangalore, Karnataka

Bachelor's in Commerce

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Projects

Equity Management

Equity Market