

ASHIQ ALI



Business Development Executive

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SKILLS

Active Listening.
Calm Under Pressure.
Flexibility.
Time Management.
Problem Solving

PERSONAL DETAILS

D.O.B : 16-04-1999
Marital Status : Unmarried
Nationality : Indian
Passport No : S 6584840
Visa Status : Visit visa
Joining : Immediately

ACTIVITIES

Participation in various sports, particularly team games and those done at higher levels

LANGUAGES

English
Tamil
Malayalam

OBJECTIVE

I am looking for new challenges and good opportunities with the reputed organization and I want to utilize my true potential while analytical and technical skills in the field of industry.

TRAINING & EXPERIENCE

Business Development Executive 01/10/2021 - 30/11/2023
MAJESTIC MARITIME PVT LTD (Dolphin Line Shipping LLC, UK)

- Manage pre-plan and update CRM after each sales visit.
- Follow up on new leads and referrals resulting from field activity.
- Secure rate from main carriers online portal and schedule booking.
- Negotiating with clients to secure the most attractive prices.
- FCL and LCL shipment handling.
- Prepare proposal based on the customer requirements.
- Establish and maintain current client and potential client relationship.
- Import and export pricing (Air, Land, Sea).
- Book shipments and prepare and maintain all load documentation.
- Crafting business proposals and contracts to draw in more revenue from clients.
- Identify and resolve client concern.
- Handling freight enquiries and quotation.
- Developing and executing sales plans to meet and exceed monthly and quarterly sales goals.
- Prepare a variety of sales reports.
- Accurately track growth opportunities through a customer relation management CRM tool.

Warehouse Supervisor (NSQF LVL 5) 11/09/2021 - 10/12/2021
LOGISTICS SKILL COUNCIL - REDINGTON (Trainee)

- Warehouse Operations—inbound, process and outbound activities.
- Organizing and maintaining inventory and storage area.
- Maintain items record, document necessary information.

EDUCATION

MBA (Logistics & Shipping Management) 2021
Mohamed Sathak College Of Arts And Science

BBA 2019
Bharath College Of Science And Management



CERTIFICATION

Supply Chain Management by MIT

Warehouse Supervisor (**NSQF LVL 5**) by LSC



COMPUTER PROFICIENCY

Ms Windows & Ms Office Packages

Moderate Speed and Accuracy in keyboard (20-30 wpm)

Climax NVOCC Suite

Jupiter Business Management

ERP & SAP



PROJECTS

CUSTOM CLEARANCE

DURATION : March 2021 - May 2021

ORGANIZATION : SR Cargo Logistics

DESCRIPTION

- Examining and inspecting merchandise to prevent the introduction of prohibite
- Enforcing export control laws and regulations.
- Collecting statistical data on imported and exported merchandise.