

SUDEV V S

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SUMMARY

Highly motivated Sales Professional with a strong academic foundation in Management studies, currently contributing to a leading ship agency in India. I possess a proven track record of success in adaptive sales and am eager to leverage my skills and knowledge within a dynamic and progressive organization. I am a dedicated and results-oriented individual with a strong work ethic and a commitment to continuous learning and professional development. I thrive in challenging environments and am consistently driven to exceed expectations. My personal motto, "Next day better," reflects my commitment to continuous improvement and a proactive approach to achieving success.

SKILLS

- Sales Pitching.
- Relationship Management.
- Team Dynamics.
- Pricing.
- Microsoft Office Excel and ERP

EXPERIENCE

Senior Executive Sales, Eastern Liner Shipping, JM BAXI India Ltd.

Chennai, September 2024- present

- Developed and expanded the local import market for Liner SITC Container Lines Pvt. Ltd.
- Conducted market analysis to optimize Liner's product and service offerings, including agency services.
- Managed relationships with multinational forwarders, Customs House Agents, and manufacturers.
- Established and maintained strong communication channels with overseas partners and customers.
- Successfully negotiated prices and customized product offerings to meet customer needs.
- Effectively coordinated with internal departments and individuals to align with customer requirements and organizational objectives.

Assistant Manager Sales, Teamglobal Logistics Pvt. Ltd.

Chennai, July 2023- present

- Managed multinational client accounts within WWA network.
- Built and maintained strong customer relationships through effective communication and negotiation.
- Ensured operational excellence by adhering to organizational and network SOPs.
- Coordinated with foreign agents for import pricing and logistics.
- Conducted performance analysis, reported KPIs, and collaborated cross- functionally to deliver comprehensive solutions.

Intern, Abrao Group International, Kochi July 2022- August 2022

Completed one-month internship at Abrao Group, Kochi.

- Acquired hands-on experience in liner agency operations.
- Proficient in EXIM documentation (Bill of Lading, Delivery Order).
- Familiar with operational aspects including berth planning, terminal operations, and customs procedures.
- Experienced in liner agency equipment management.

Intern, Central Warehousing of Lulu Group International, Kochi January 2021- February 2022

- Inbound receipt and outbound departure of warehousing activities.
- Participation in P.O processing, checklist preparation, order picking, load planning, tally preparation activities.
- Inventory control and scrap management.

EDUCATION**➤ Master of Business Administration**

Gold Medalist, Port and Shipping Management, Indian Maritime University, Chennai Campus, June 2023.

➤ Bachelor of Business Administration

First Class, Logistics Retailing and E- commerce, Indian Maritime University, Chennai Campus, August 2021

PROJECTS**➤ Dissertation titled “A Study on Marine Pollution with special reference to Oil Spillage of 2017 at Ennore**

Submitted to School of Maritime Management, Indian Maritime University in partial fulfillment of Master of Business Administration in Port and Shipping Management.

➤ Dissertation titled “Impact of Hyper Local Marketing in Rural Retail Sector of Kerala”

Submitted to School of Maritime Management, Indian Maritime University in the partial fulfillment of Bachelor of Business Administration in Logistics, Retailing and E-commerce.

ACHIEVEMENTS**➤ Gold Medalist – Rank 1 Student in all India level of MBA Port and Shipping**

Management at Indian Maritime University received from Honorable President of India Ms Droupadi Murmu

➤ Estuary’ 23 – Served as overall coordinator for National Seminar and Management

Fest organized by School of Maritime Management, Indian Maritime University

LANGUAGE

- Malayalam - Native.
- English - Professional
- Hindi - Professional
- Tamil - Elementary

CERTIFICATIONS

- SAP Simplified for Absolute Beginners On UDEMY
- International Maritime Organization Mock Session 2021 Intercampus level
- Google Analytics
- Google digital garage

REFERENCE

Dr. Krishna Prasad (KP), FICS, PhD, Aster Marine Cargo LLC, P.O. Box 51257,
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