

ADITYA SINGH

WORK EXPERIENCE

Pricing Supervisor

M&M Militzer & Munch LLC - DUBAI, UAE

Dec 2023 - Present

Responsibilities:

- Set pricing strategy for all services and monitor execution to ensure our client is achieving margin dollars and return on investment.
- Responsible for pricing all incoming bids, projects and providing analytical support to increase and improve anticipated cost model.
- Review market trends to assist with lane level margin strategies and prepare final pricing proposals to internal and external customers.
- Mutual cooperation with sales and operations teams to meet deadlines and provide accurate responses.
- Support improved carrier relationships, optimize transportation network and enable "single sourcing" to customer base.
- Achieve compliance with all regulatory requirements, capacity development, optimizing costs, increasing revenues through pricing strategies and improving profitability.
- Work with business development team to establish price on monthly validity from Airlines, GSA, Mainlines and NVOCC.
- Create pricing policy, recommend changes in pricing structure, and apply consistent processes; operating procedures to implement pricing changes and gain maximum efficiencies.
- Report pricing updates on an ongoing basis and recommend changes to the executive team as applicable.
- Align with our client's other companies to ensure pricing visibility, across multiple operating companies.
- Perform financial analysis for specific customer opportunities that fall outside of pricing policy.
- Provide leadership, coaching/development, and performance management to direct reports.
- Reported to senior management on branch activities, issues, and achievements.
- Lead and manage all Air Freight, Ocean Freight, NVOCC and Freight Forwarding services in the branch ensuring quality and efficiency within time.
- Developed and implemented field support strategies, measures, and performance indicators.
- Recruited, promoted, coached, developed, and evaluated staff members using KPIs and performance management tools.
- Met or exceeded business and profit growth targets.
- Managed the Vendor contacts, empanelment, Overseas network for Sea & Air Freight.

SR. BDM & Pricing Specialist

LIMARAH SHIPPING LLC - DUBAI,

Dec- 2022 – Dec 2023

Responsibilities:

- Prepared and projected budget for future business growth and profitability.



CONTACT ME



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eddie.smith009@gmail.com



Driving License: UAE & India



Dubai, UAE

CAREER OBJECTIVE

With over 3 yrs experience in Pricing & 8 yrs of Business Development & Management experience, I am a motivated and detail-oriented professional who seeks to leverage my skills and knowledge in a challenging and rewarding role. I have a proven track record of building and leading high-performing teams, developing effective strategies, and delivering exceptional customer service.

EDUCATION

MBA

INTERNATIONAL BUSINESS & MARKETING

AMITY UNIVERSITY | INDIA

AUG 2011

COPA

COMPUTER OPERATOR & PROGRAMMING ASSISTANT

NCVT GOVT OF INDIA | INDIA

AUG 2008

**BACHELOR OF ARTS LUCKNOW
UNIVERSITY | INDIA**
AUG 2004

**ADCHN
DIPLOMA IN COMPUTER
HARDWARE AND
NETWORKING**
U.P STATE BOARD | INDIA
MAY 2002

**PUC
GEOGRAPHY & CIVICS**
U.P STATE BOARD | INDIA
APRIL 1999

SKILLS

COMPUTATIONAL SKILLS

- Microsoft Office [Word, Excel, PowerPoint & Outlook]
- SAP (SD)
- Tally ERP 9

INTRAPERSONAL SKILLS

- Communication Skill
- Customer service
- Decision making
- Leadership skills
- Multitasking
- Hardworking
- Problem Solving
- Negotiation Skills
- Presentation Skills
- Management
- Analytical Skills
- Attention to Detail
- Team worker
- Positive Attitude

- Oversaw and monitored various reports and budgets related to sales, finance, operations, and sales management.
- Reported to senior management on branch activities, issues, and achievements.
- Lead and managed all Ocean Freight, NVOCC and Freight Forwarding services in the branch, ensuring quality and efficiency.
- Developed and implemented field support strategies, measures, and performance indicators.
- Recruited, promoted, coached, developed, and evaluated staff members using KPIs and performance management tools.
- Met or exceeded business and profit growth targets; responsible for product P/L at the branch level.
- Established and ensured operational compliance with processes and procedures for handling the Ocean freight product.
- Maintained strategic relationships with Ocean carriers and negotiated contracts, including pricing and service standards.
- Negotiated with the Lines and NVOCC for competitive rates and slots.
- Built rapport and trust with customers and vendors for long-term business relationships.
- Assistance and guidance to individuals and organizations involved in import/export operations.
- Handled the packing, insurance, customs documentation, and other regulatory requirements for international trade.
- Had completed knowledge about the FCL, LTL, LCL, Air Freight and Complete process of the shipments as per INCO terms and updated shipping related regulations and information timely.
- Followed up on payments and collected outstanding dues from credit customers on time.
- Identified and created more customer base and increased market share.
- Negotiated with the agents for favourable rates and terms.
- Built rapport and trust with customers and vendors for long-term business relationships.

SR BDM

FLOMIC FREIGHT & LOGISTICS LLC | DUBAI, UAE
(PACT EMPLOYMENT)

Mar 2021- Nov 2022

Responsibilities:

- Assistance and guidance to individuals and organizations involved in import/export operations.
- Handled the packing, insurance, customs documentation, and other regulatory requirements for international trade.
- Identifying new customer and achieving sale target.
- Payment collection from the customer after sales.
- Monitored the entire process and kept the clients informed and updated throughout the whole process.
- Had completed knowledge about the FCL, LTL, LCL, Air Freight and Complete process of the shipments as per INCO terms and updated shipping related regulations and information timely.
- Managed personal relationship among service engineers, fostering a positive and collaborative work environment

PERSONAL INFO

NATIONALITY: INDIAN

DOB: July 1983

VISA TYPE: EMPLOYMENT

LANGUAGES KNOWN

- ENGLISH
- HINDI
- URDU

SR. SM (ADMIN & Ops)

ELAKSHI EDUCATION (OPC) PVT LTD

UTTAR PRADESH, INDIA

Jan 2013 – Jan 2021

Responsibilities:

- Led and managed the administration and operations team, ensuring efficiency and quality.
- Provided guidance and feedback to direct reports, fostering a positive and collaborative work environment.
- Clarified and communicated priorities and goals for the entire functional area, aligning with the organizational vision and mission.
- Interacted and reported to the Director and senior management on the progress and performance of the functional area.
- Worked with senior management and other peers to develop and execute strategies and plans for the functional area.
- Communicated financial and goal results and key performance indicators to direct reports, ensuring accountability and transparency.
- Provided professional consultation and leadership to all faculty and staff employed by the component and service as the principal point of expertise on all matters relating to the specified functional area of focus.

I hereby declare that all the above information in this CV is true and correct to the best of my knowledge and belief.

Thanking you,

Date: