

# PRAJAKTA KURZADKAR

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## SKILLS

- Demonstrated ability to communicate effectively and build strong interpersonal relationships. Skilled in organizing, managing time efficiently, and motivating and guiding teams.
- Proficient in analyzing situations, identifying problems and developing solutions. Adept at evaluating information, making reasoned judgments, and making effective decisions.
- Proficient in Microsoft Office Suite, BSM Global Software, Agiblocks CTRM system and AS400.
- Certified in Six Sigma Foundations from PMI Mass Bay Chapter (Certificate No: ASwvowKpxKLWK8JMNJHjy5mQ Ku3Q)
- Extensive hands-on experience with global trade agreements, standards, and Incoterms. Skilled in large-scale bulk and containers execution, export documentation, contract management and stakeholder management.

## PROFESSIONAL SUMMARY

Analytical, proactive, and performance-focused professional in Supply Chain Management and Commodity Trade Execution in Bulk and Containerized shipments, with extensive experience in Agri-commodities trading across international markets. Well-versed in Shipping Documentation, Letter of Credit processes, Incoterms, and Contract Terms such as GAFTA, FOSFA, RSA etc.

Known for superior problem-solving skills, adept at managing multiple priorities simultaneously while ensuring full compliance with industry regulations to optimize returns.



## WORK EXPERIENCE



### Tereos India Pvt. Ltd. - Commodity Trade Execution & Operations Specialist

05/2024 - Current

- Overseeing end-to-end execution of sugar container trades (>1000 FCLs on average monthly), ensuring adherence to contractual obligations and trade terms.
- Leveraging BSM Global and Agiblocks CTRM systems for trade execution, inventory control, and real-time logistics tracking.
- Coordinating multimodal transportation, warehousing, and distribution to ensure seamless flow of goods. Collaborating with suppliers, customers, freight forwarders, surveyors and other key stakeholders to ensure efficient trade operations. Ensuring strict adherence to Incoterms, payment schedules, and delivery milestones.
- Preparing and managing comprehensive trade documentation, ensuring compliance with international trade regulations, generating detailed reports, and analyzing trade performance metrics for continuous improvement.
- Monitoring and managing payment terms, controlling Cash Against Documents (CAD) bank presentations, ensuring timely processing of accounts payable and receivable, and maintaining accurate financial records.



### Atlantic Global Shipping Pvt. Ltd - Manager: Marketing and Operations

01/2022 - 04/2024

- Managed the entire process of physical shipments (bulk & containers), encompassing tasks such as monitoring vessel movements, handling letters of credit issuance, nominating vessels, providing shipping advice, appointing discharge/load port agents, and overseeing load/discharge operations.
- Prepared Shipping Instructions and scrutinized documentation per trade requirements, Letters of Credit, and trade contracts.
- Coordinated with port authorities, terminal operators, and statutory boards to ensure all regulatory and documentary requirements are complied with for ships calling into port. Liaised with freight forwarders, shipowners, shipping lines/agents, and customers. Attended accounting, audit, and compliance-related inquiries. Coordinated with the commodity trading team for shipment execution and operations.
- Collaborated with business development and marketing departments on the creation of new business opportunities and customer base.



## Cargill India Business Services India Pvt. Ltd - Trade Execution Coordinator

11/2017 - 12/2021

- Executed Bulk shipments for Grains (Corn, Wheat), Byproduct/Feed (Soybean Meal), Oil seeds (Soybeans), and Oils (Sunflower and Soybean Crude Oil) from Origins like Brazil, Argentina, the US, Ukraine, Russia, France, Bulgaria, Romania to Destinations including Egypt, Vietnam, Indonesia, Australia, and the EU region.
- Cross-functional collaboration with commercial teams, trade execution, port operations, and third-party suppliers & buyers to ensure an accurate flow of information, documentation, risk mitigation, and payments.
- Nominated vessels for contract fulfillment, prepared notices of appropriation, and presented CAD documents to banks and buyers; managed discrepancies, credit lines, and ensured zero-discrepancy shipments with LC-based payment terms. Liaised with inspection agencies and surveyors for sampling and analysis; coordinated with port operations for seamless loading/unloading activities; calculated laytime and issued necessary contractual notices.
- Followed up on accounts to improve strategic partnerships, assess risk management, and reduce credit line exposure; ensured timely reporting on trade activities and performance metrics. Managed accounting and order processing via AS400 system.



## HBG Medical Assistance Pvt. Ltd - Associate Consultant

07/2017 - 10/2017

- Developed and maintained strong relationships with key clients in Sudan, South Sudan, Ethiopia, and Saudi Arabia, facilitating access to healthcare facilities in India at leading hospitals.
- Managed accounts and logistics for existing clients in Sudan, ensuring seamless coordination and exceptional service delivery.

## ACCOMPLISHMENTS

- New contracts and Improved customer retention along with establishing strategies for account management and a better online presence for Atlantic Global Shipping Pvt. Ltd.
- Solely responsible for the transition of the trade execution process from Egypt to India and liaised with the local team by visiting the Cargill Egypt office for smooth and successful modulation.
- Among the top 10 participants (out of 100) of a Global Distance Learning Program conducted by Cargill Inc., around various topics related to 'Shipment and Contract Execution', 'Commodity Trading' and 'Freight and Laytime'.
- Awarded as the 'Shining Star of the Year' for Cargill India for the year 2019.

## LANGUAGES

- English
- Hindi