

# ARJUN VENUGOPAL

## LOGISTICS AND SUPPLY CHAIN EXECUTIVE

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### PROFILE

Logistic Executive having 2 years of experience in a leading freight forwarding company, acted as coordinator role from sales generation, planning and executions till customer relation management handled high profile Customer networks like DHL, EXPEDITORS, KUEHNE NAGEL ETC. Responsible, passionate, creative, like to learn new things in logistics and Supply chain sector, solution oriented, likes to apply my Engineering analytical skill in Commerce shipping industry for better learning and productivity.

### WORK EXPERIENCE

**Customer Service LCL Executive Export** - Team Global Logistics in INDIA      April 2022 – APRIL 2024

#### Roles

- Acted as Logistics Coordinator- from planning to Execution both LCL and FCL Sea Mode shipments
- Generating Sales to maintain profit and revenue as per company requirements
- Planning weekly stuffing and proper execution
- Represent the company during pricing negotiation with shippers and carriers
- Taking cost quotations from carriers and executing vessel/ equipment's booking
- Reverting customer queries with proper rate quotation and generate Shipment volumes
- Planning and preparing Shipment schedules/ vessel schedules to customers
- Tracking and regularly updating shipment status to Customers as per their needs
- Planning live and upcoming shipments to support operation desk
- Good mail communication skill with in bound and out bound mails, sales calls to maintain a healthy proper relationship with customers
- Supervise and coordinate Documentations team with supporting documents like Shipping instructions from customer, Bill of lading to Customers, generating invoice and release Bill of lading to customers
- Experience in Handling and Maintaining a very good relationship with customers like- DHL, KUEHNE NAGEL, DSV, EXPEDITORS ETC
- Skill and experience in Handling Overseas Nomination shipments
- Supporting Overseas counterpart with Shipping Documents like – Bill of Lading, MSDS, Packing List, Invoice whenever any requirements raised from their side

- Having proper experience in channelling mail communication with overseas agents and overseas customers to solve a problem as a Problem solver
- Through proper sales calls and follow up generating inside sales
- Having proper handling DG (Dangerous Goods) includes DG acceptances taking from respective overseas counterpart and DG permission to load from various Lines includes – ONE, YML, HAPAG, MSC
- Giving proper guidelines and lectures to candidates coming to company for internship and making them adaptable to realise their potential in Logistics and shipping industry
- Various cultural events coordination according to occasions

**Internship** - Team Global Logistics in INDIA

December 2021 - March 2022

Roles

- SALES CALLS
- Coordinate in day-to-day activities of various departments
- Vessel Schedule preparations

**Mechanical Engineering Trainee** – Arms Tech Engineers Pvt Ltd

September 2019 – March 2020

Roles

- Studying Engineering skills - Pipeline, piping, Safety, HVAC, QA/QC, Structural, HVAC, Oilfield, welding, NDT – (Ultrasonic, Magnetic, Liquid penetrant, Radiographic)

## EDUCATION

**Bachelor of Technology (B. TECH) in Mechanical / Mechanical Engineering**

**2015- 2019**

Jawaharlal College of Engineering and Technology

Kerala/ India

Kerala Technological University

**Diploma in Construction Engineering**

**2019 – 2020**

Arms Tech National council for Technology and Training

Kerala /India

## SKILLS

- Leadership
- Team Player
- Excellent communication skills
- MS OFFICE Knowledge
- Result Oriented
- Market Strategist

## LANGUAGE

- English – Highly Proficient
- Hindi
- Malayalam - Highly Proficient
- Tamil