



## GANGAVARAPU BABU RAO

### **EMAIL ID:**

**GANGAVARAPUBABU@GMAIL.COM**

### **MOBILE NO. +971 54 783 5907**

### **PERSONAL DETAILS:**

**DATE OF BIRTH:** 27<sup>TH</sup> OCT, 1989

**SEX:** MALE

**MARITAL STATUS:** SINGLE

**NATIONALITY:** INDIAN

### **LANGUAGES KNOWN:**

ENGLISH, HINDI, TELUGU,  
KANNADA & TAMIL

### **AWARDS AND RECOGNITION**

Awarded best employee twice  
(Expeditors)

DG Certified in Ocean Product

### **OBJECTIVE:**

Promotions" enabled me to develop my skills to handle diverse team members and satisfy customer expectations.

Working in Expeditors not only gave me opportunity to learn things but also taught me multitasking how to handle different jobs at a same time and without effecting the production deadlines and client requirements.

### **PROFESSIONAL EXPERIENCE:**

**Company:** Fly Middleton LLC.

**Designation:** Business Development Asst Manager

Managing Customer Service, Business & Development

**PERIOD :** July 2024 – Presently Working (Dubai)

**Company:** Dart Global Logistics (Pvt) Ltd.  
(PAN Logistics)

**Designation:** Key Account Management (Asst Manager – Operations)

Managing PAN India Business & Development

**PERIOD :** December 2021 - November, 2023

**Company:** FREIGHT SYSTEMS (PVT. LTD)  
(Worked in Bangalore)

**Designation:** Assistant Manager  
(Quotation/Pricing and Operations (Air/Ocean))

**PERIOD :** 2019 – 30th November, 2021

**Company:** Expeditors International India Pvt. Ltd (Worked in Bangalore & Mumbai Branch)

**Designation:** Senior Executive (Order Management & Ocean Exports)

**PERIOD :** 16th November, 2015 – 31st August, 2018

### **EDUCATION**

MBA in Marketing/IT | 2016 | VTU University

Bachelors in Computer Application | 2011 |  
Bangalore University

## **JOB DESCRIPTION:**

1. Work on building the post-sales relationship with the customers.
2. Adhering to customer's requirement and assigning the job requirement as per agreed SOP and coordinating with agent for rates negotiation.
3. Working with overseas office and agents for pricing and working the best quote on comparisons with multiple options.
4. Working on RFQ as per the customer requirement.
5. Sourcing rates for LCL from Co-loaders for exports shipments.
6. Working on quotation for Both Ocean and Air.
7. Co-coordinating with the Agents and negotiation on Pricing with local Co-Loaders.

## **ROLES AND RESPONSIBILITIES**

1. Shipment Planning: Arrange and coordinate shipments, including routing, scheduling, and mode of transportation.
2. Carrier Management: Select, manage, and coordinate with carriers, including negotiations and performance monitoring.
3. Inventory Management: Manage inventory levels, track inventory movement, and optimize storage capacity.
4. Order Fulfillment: Coordinate order processing, picking, packing, and shipping to ensure timely delivery.
5. Route Optimization: Plan and optimize routes for efficient delivery, reducing costs and transit times.
6. Freight Forwarding: Arrange and coordinate international shipments, including customs clearance and documentation.
7. Warehouse Management: Oversee warehouse operations, including receipt, storage, and dispatch of goods.
8. Supply Chain Visibility: Monitor and report on shipment status, tracking, and delivery confirmation.
9. Cost Control: Manage logistics costs, including transportation, storage, and labor expenses.
10. Compliance: Ensure compliance with regulations, laws, and industry standards related to logistics and transportation.
11. Communication: Coordinate with stakeholders, including customers, suppliers, and transportation providers.
12. Problem-Solving: Resolve logistics-related issues, such as delays, damages, or lost shipments.
13. Data Analysis: Analyze logistics data to identify trends, optimize processes, and improve efficiency.
14. Profitability Analysis: Evaluate the impact of pricing decisions on profit margins and overall business profitability.
15. Price Optimization: Use data analytics and statistical techniques to optimize prices and maximize revenue.
16. Process Improvement: Continuously evaluate and improve logistics processes and procedures.

### **MAJOR ACCOUNTS HANDLED (ORDER MANAGEMENT AND OCEAN EXPORTS):**

- The Gap, Inc
- Cummins Generators and Cummins Power Generators.
- GUESS USA and Guess Canada.
- Handled DG Shipments.

### **STRENGTHS:**

- Handled Core Team.
- Comprehensive problem-solving abilities.
- Ability to deal with people diplomatically.
- Ability to grasp new concepts and adaptability.
- Sincere, Positive minded and hard working.
- Maximum effort to complete the assignment with full commitment.

### **TECHNICAL SKILLS:**

#### **Logistics (Freight Forwarding)**

- OMB Tool
- CFIT
- ETMS
- EDMS
- ISF EXPO
- MS OFFICE
- ERP
- EFS

PLACE: DUBAI, UAE

DATE:

(GANGAVARAPU BABU)