



JINU JOHNSON

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ABOUT ME

A motivated, adaptable and responsible service oriented personal seeking a position in a relevant and competent workspace. I have a methodical, customer focused approach to work and a strong drive to see things through to completion. I am diligent, motivated to learn, and possess demonstrated ability to work effectively and congenially with employees at various levels. My goal is to expand my professional skills by serving the needs of the employer.

TECHNICAL SKILLS

- > Jupiter
- > Climax
- > MS Office

PROFESSIONAL SKILLS

- > Negotiation Skills
- > Communication
- > Time Management
- > Leadership Skills
- > Analytical Skills
- > Team Player
- > Self-Collected
- > Work Ethic
- > Adaptability

PERSONAL DETAILS

Nationality	:	Indian
D.O.B	:	24/01/1995
Current Address	:	Al Khail Heights, Al Quoz
Driving License	:	UAE and India

WORK EXPERIENCE

Vasco Global Maritime

Dubai, U.A.E
10/2023 - Present

Senior Executive – Business Development

- > Grow revenue and relationships with existing customer base.
- > Converting new customers and generating revenue.
- > Calming and skillfully negating with customers.
- > Meeting and exceeding volume targets.
- > Providing information on Marketing and Competitor activity to Management.
- > Cold calling and preparing an appointment to meet potential clients.

Freight care Logistics LLC

Abu Dhabi, U.A.E
09/2021 – 09/2023

Senior Executive – Business Development

- > Developing prospective clients, creating opportunities for new business and growing existing clients.
- > Inquiring and following up with agents and Customer service.
- > Preparing quotations through sales report and forwarding to clients.
- > Coordination with customer service Regarding operations for container placement, container releases etc.
- > Calming and skillfully negating with customers.
- > Monitoring timely delivery of invoices to clients in case of any disputes, and updating the credit control.
- > Collecting dues and outstanding amounts From clients in allotted credit limit.
- > Meeting and exceeding volume targets.
- > Making rapid and accurate cost calculations.
- > Managing, training and developing team.
- > Timely submission of data and sales reports set by the management as per the deadline.
- > Providing information on Marketing and Competitor activity to Management.
- > Ensuring credit customers are vetted out Through with the Credit approval process.
- > Evaluating the client and submitting the Feedback form along with the credit card application to the team manager, for approval of credit as required by client.

Majestic Maritime Pvt Ltd

(Own agent for Dolphin Shipping Line)
Kerala, India
10/2017 - 08/2021

Senior Executive – Business Development

- > Achieving and exceeding revenue targets.
- > Constant contact with customers for sales.
- > Converting new customers and generating revenue.
- > Following up with sales coordinators on timely submission of quotations.

ACTIVITIES

> Break Bulk 2021 - UAE
> Run Kochi Run : 2013 – 2014.
> Make Kochi Green : 2013 – 2014.

- > Dealing with agents and shippers to get best rates and secure business.
- > Dealing with agents and shippers to get best rates and secure business.
- > Negotiating the terms of an agreement and closing sales.
- > Cold calling and preparing an appointment to meet potential clients.
- > Making rapid and accurate cost calculations to provide selling rates.
- > Collecting and analyzing information, and preparing data and sales report.
- > IGM Filing.
- > EGM Filing.
- > Delivery Order Release and Empty Return.
- > Clearing customs related issues.
- > Preparing daily reports on Management
- > Handling repairs of containers by evaluating estimates and giving approval to yard.
- > Constant contacts with yard for container quality.

Merliz
Logistics.
Kerala, India
06/2017 - 09/2017

- Senior Operations
 - > Coordinating with staffs and team building.
 - > Customer support.
 - > Conducting quality check and ensuring best services.
 - > Keeping inventory level in control.
 - > Reviewing daily reports and planning further growth.
 - > Assisting senior officers with filing.
 - > Making reports and keeping track of documents.
 - > Keeping constant contact with the shipping lines and other forwarders to get the least rates for the shipment.
 - > Coordinating with the entire team for smooth flow of shipments.
 - > Making reports and keeping track of documents.

EDUCATION

Kerala, India
10/2016 - 03/2017

● Diploma in Logistics Management
STED Council

Kerala, India
06/2013 - 08/2016

● Bachelor of Business Administration.
Mahatma Gandhi University.

SOCIAL LINKS

LinkedIn

