

SHINOJ ABRAHAM

Seasoned Freight Forwarding Professional with
Expertise in Air & Sea



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Saudi Arabia, Jeddah

Professional summary

I am a dynamic and results-driven professional with extensive expertise in sales and marketing, complemented by strong skills in business development and commercial operations. My proven leadership in strategic planning, project management, and financial management enables me to deliver exceptional outcomes. I excel in decision making, problem solving, negotiation, and team building, supported by robust organizational skills and effective time management. I am dedicated to driving business growth through innovative strategies and a commitment to operational excellence.

Skills

Sales & Marketing Expertise
Expert

Business Development Acumen
Expert

Commercial
Expert

Operations
Expert

Project Management
Expert

Strategic Planning
Expert

Vendor Developments
Expert

Network & Trade Lane Developments
Expert

products and Vertical Developments
Expert

Pricing & Procurement
Expert

Customer Relationship Management
Expert

Negotiation
Expert

Team Building
Expert

Time Management
Expert

Financial Management
Expert

Experience

Area Sales Manager - Kerala

January 2023 - December 2024

JET Freight Logistics Ltd, Kerala - India

As the Area Sales Manager for Kerala at JET Freight Logistics Ltd, I was responsible for driving sales and managing all aspects of the company's operations in the region. My role involved developing and implementing strategies to increase market share, building strong relationships with clients, and leading a team of sales representatives.

- Increased sales by 25% in one year.
- Developed and maintained strong client relationships.
- Led a team of 10 sales representatives.
- Implemented effective marketing strategies.
- Trained new employees on sales techniques.
- Conducted market research and analysis.

Business Development Manager - East Africa

January 2018 - June 2022

Pacific Lines Uganda Ltd, Uganda - East Africa

As the Business Development Manager for East Africa at Pacific Lines Uganda Ltd, I was responsible for identifying and securing new business opportunities in the region. My role involved building strong relationships with potential clients, conducting market research and analysis, and developing strategic plans to expand our business in East Africa.

<ul style="list-style-type: none"> Developed and implemented successful sales strategies Formulated and executed innovative sales strategies, achieving a remarkable 20% increase in sales revenues. Successfully negotiated contracts with key clients Built a strong network of industry contacts Identified new business opportunities Managed a team of sales representatives Collaborated with cross-functional teams to achieve company goals Successfully completed multiple complex Break bulks, Heavy Equipment & OOG Movements, ensuring timely project delivery through adept resource management. 	<p>Teamwork Expert</p> <p>Creativity Expert</p> <p>Problem-solving Expert</p> <p>Adaptability Expert</p> <p>Openness Expert</p> <p>Communication Expert</p> <p>Decision Making Expert</p> <p>Leadership Expert</p> <p>B2B & B2C Strategies Expert</p> <p>Budget Management Expert</p>
Branch Manager - Uganda	August 2016 - January 2018
ECU Line BV, Kampala - Uganda	
<ul style="list-style-type: none"> Launched and led branch operations in Uganda, overseeing business development, freight forwarding, Logistics and profit center management. Developed and executed innovative sales strategies to drive growth. Cultivated strong relationships with key clients to enhance client retention and satisfaction. Achieved revenue growth through strategic partnerships and collaboration. Directed P&L and commercial operations, formulating the profit center budget to maximize operational and business development efficiency. 	
Trade Lane Manager - UAE & Africa	July 2015 - August 2016
KRS Logistics LLC, Dubai - United Arab Emirates	
As the Business Development Manager for the MENA region at KRS Logistics LLC in the United Arab Emirates, I was responsible for driving growth and expanding our market presence in the Middle East and North Africa. This role required a deep understanding of the local business landscape, as well as strong relationship building skills and strategic thinking to identify new opportunities.	
<ul style="list-style-type: none"> Developed and maintained partnerships with key clients Conducted market research to identify potential growth areas Collaborated with cross-functional teams to create tailored solutions Increased revenue by 15 % within 1 year 	
Business Development Manager - East Africa	July 2009 - July 2015
Clarion Shipping Services LLC, Kenya - East Africa	
<ul style="list-style-type: none"> Spearheaded business expansion initiatives across East Africa, successfully launching operations in Uganda, Rwanda, Burundi, Eastern Congo, and South Sudan. Conducted comprehensive market research and analysis to identify emerging opportunities and trends. 	<p> Completed training on various web-based shipping and freight forwarding software applications.</p> <p> Attended and participated in various global freight forwarding meetings, such as SCN, Lognet, CLC Projects etc.</p> <p> Valid Driving Permit in India, Saudi Arabia and Africa</p>
	Hobbies
	<ul style="list-style-type: none"> Reading

Cultivated and maintained strategic relationships with key clients, enhancing customer loyalty and retention.

- Achieved a remarkable 30% growth in annual revenue through a focused sales and marketing strategy.
- Supported front-line sales teams with streamlined administrative operations, ensuring efficiency and effectiveness.
- Generated quality leads, leading to new client acquisition and improved bottom-line profitability.
- Implemented targeted marketing initiatives, significantly increasing brand visibility in the region.
- Successfully managed diverse Break Bulk projects for notable clients, including UN agencies and East Africa's electricity transmission companies, covering sectors such as telecommunications, manufacturing machinery, mining equipment, aircrafts & engines, weigh bridges, boats, and yachts.

- Cooking
- Traveling
- Team Sports
- Volunteering & Community Services
- Writing and Blogging

Personal info

- Date of birth: 19 January 1981
- Nationality: Indian

Education

Bangalore University, India

Graduate in Business Management