

SUSHEN PADULE

FREIGHT FORWARDING SALES AND BUSINESS DEVELOPMENT

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Nationality: Indian | Passport: Valid until 2034 | D.O.B. 10/02/1995

Professional Summary

Experienced Freight Forwarding Sales Professional with over 5 years of expertise in delivering global logistics solutions. Skilled in streamlining supply chains, coordinating international shipments via ocean, air, and ground transportation, and fostering strong client relationships. Proven track record of achieving sales targets, optimizing profitability, and ensuring compliance with industry regulations. Passionate about providing exceptional customer service and tailoring cost-effective logistics solutions to meet client needs.

Professional Experience

Business Development Executive | Propel Logistics Pvt. Ltd., Pune, India

February 2025 – Present

- Achieved target rates, managing a volume of 50+ dry and reefer containers and 50+ tons of perishable air exports monthly.
- Established and maintained strategic relationships with top shipping lines, including MSC, Maersk, CMA CGM, and Evergreen.
- Developed a network of Custom House Agents (CHAs) to fulfill clients' customs clearance requirements.
- Consistently surpassed monthly gross profit targets of INR 2,00,000.

Sales Executive to Senior Executive - Business and Commercials | Teamwork Global Logistics, Navi Mumbai, India

December 2022 – January 2025

- Spearheaded the establishment and growth of a new branch office in Pune, India.
- Generated and converted leads, expanded the customer base, and managed existing client accounts.
- Provided tailored shipping solutions to meet client needs while maximizing company profitability.
- Maintained compliance with shipping regulations and stayed updated on industry trends to advise clients effectively.
- Achieved monthly gross profit between INR 1,40,000 and INR 1,60,000.

Operations Executive to Sales Executive | FretLog India Pvt. Ltd., Pune, India*February 2021 – December 2022*

- Coordinated export/import documentation and logistics, ensuring seamless transaction execution with customers and vendors.
- Prepared cost sheets based on buy and sell rates, securing competitive freight rates from shipping lines and transporters.
- Submitted detailed activity reports, including daily call logs, weekly work plans, and monthly performance summaries.
- Collaborated with management and sales teams to finalize freight approvals.

Operations Executive | Propel Logistics Pvt. Ltd., Pune, India*December 2019 – April 2020*

- Managed export/import documentation and logistics follow-ups, coordinating with customers and suppliers.
- Maintained accurate records, prepared billing reports, and supported team members in operational tasks.
- Provided regular activity and results reports to management, including daily, weekly, and monthly updates.

VNC Operating Engineer | T-Square Tools Pvt. Ltd., Pune, India*July 2019 – December 2019*

- Executed precision cutting jobs for manual tools, ensuring timely completion and assembly cleaning.

Education**Bachelor of Mechanical Engineering**

MIT, Pune, India

Skills

- Effective communicator with strong interpersonal and relationship-building skills
- Fast learner and highly adaptable to changing business requirements
- Customer-focused with a deep understanding of business priorities
- Collaborative team player with excellent problem-solving abilities