



# Rakesh Sankara Pillay

**Phone:** +965 66646520 | +965 94084845

**Address:** Block 12, Area 10, Naser Al Bader St, Salmiya, Kuwait

**LinkedIn:** <https://www.linkedin.com/in/rakesh-pillay-7b382a27/>

**Email:** rakeshpillai2007@gmail.com

## WORK EXPERIENCE

### Shiphold Logistics Co., Kuwait

*Aug 2024 - Present*

**Role:** General Manager

- Develop and execute strategies to drive business expansion, optimize operations, and increase market presence in Kuwait and the region.
- Administer end-to-end logistics operations, including Shipping, Freight Forwarding, Breakbulk & Project Cargo Handling, Transportation GCC & Iraq, warehousing, and distribution, ensuring efficiency and cost-effectiveness.
- Manage P&L, budgeting, and financial forecasting, implementing cost-control measures to maximize profitability.
- Establish and maintain strong relationships with shipping lines, freight forwarders, customs authorities, and global network partners to boost service offerings.
- Ensure all logistics operations comply with local and international regulations, safety standards, and customs requirements.
- Identify new revenue opportunities, expand service portfolios, and lead business development initiatives to increase market share.
- Supervise recruitment, training, and development of staff, fostering a high-performance culture.
- Implement automation, digital tools, and process improvements to enhance operational efficiency and customer experience.
- Build & maintain strong client relationships for high service standards, retention & satisfaction.
- Address operational risks, disruptions & market challenges for business continuity & resilience.

### Compass Ocean Logistics, Kuwait

*May 2022 - Jul 2024*

**Role:** Director - Sales & Marketing

- Spearheaded new venture development and international trade expansion, identifying growth opportunities.
- Managed Project & Breakbulk (BB) cargo handling, ensuring seamless logistics operations.
- Administered financial forecasting, budgeting, and market analysis, providing insights for strategic decision-making.
- Established and monitored network agents and agency agreements, strengthening global partnerships.
- Played a key role in operational decision-making, providing leadership, guidance & support to team.
- Built and nurtured long-term client and supplier relationships, driving business sustainability and growth.

### PSL Arabia Shipping & Logistics Co. WLL, Kuwait

*Sep 2019 - Apr 2022*

**Role:** Deputy General Manager

- Superintended Project & Breakbulk (BB) cargo handling, including customs clearance, delivery, and storage facility management.
- Established new networks and agency partnerships, enhancing business opportunities and market reach.
- Optimized workloads & priorities for efficient operations & achievement of performance targets.
- Supervised recruitment, hiring, and talent management, ensuring a skilled and competent workforce.
- Managed DG cargo handling (Air, Sea, and Land) while ensuring compliance with safety, legal, and quality standards.
- Monitored P&L performance, implementing strategies to maximize profitability and financial sustainability.

# **International Global Shipping Co, Kuwait**

*Nov 2016 - Aug 2019*

Role: General Manager

- Led company development and expansion efforts, focusing on NVOCC operations and business growth.
- Implemented efficient business processes and procedures, enhancing team productivity and adherence to best practices.
- Built and maintained strong relationships with international network agencies, shipping lines, and partners to drive sales.
- Negotiated competitive rates with overseas partners and guided the sales team to exceed revenue targets.
- Superintended customer and vendor management, ensuring seamless coordination, project execution, and business development.

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## **ADC Shipping & Forwarding Services Co. WLL, Kuwait**

*Nov 2007 - Oct 2016*

Role: General Manager

- Managed projects in Kuwait & Iraq, administering logistics, warehousing (KFTZ & City), and transportation operations.
- Led convoy services to Iraq and facilitated LCL consolidation, ensuring smooth cross-border movement.
- Offered strategic direction, guidance, and support to the team, playing a key role in decision-making.
- Monitored sales performance and internal operations, ensuring efficiency and seamless workflow.
- Controlled contractual and commercial disputes, resolving issues to maintain business continuity.
- Supervised recruitment, training, and performance management, ensuring staff competency and adherence to best practices.

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## **ADC Shipping & Forwarding Services Co. WLL, Kuwait**

*Aug 2005 - Oct 2007*

Role: Sales Manager

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## **Caravan Freight Forwarders, Kingdom of Bahrain**

*Jun 2002 - Jul 2005*

Role: Business Development Manager

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## **High Court of Kerala, India**

*May 1997 - Apr 2002*

Role: Lawyer

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## **SKILLS**

Business Development | Budgeting & Forecasting | Sales & Marketing | Shipping & Freight Forwarding | Market Research & Analysis | Client Relationship Management | Administrative Operations | Training & Development | Project Pricing & Negotiation | Vessel/Aircraft Chartering | International Trade Lane Development | Oil & Gas | Supply Chain Management | TMS | Auditing | Citrix | WMS | MS-Office

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## **EDUCATION**

**Bachelor of Law | Mysore University, India**

*1997*

**BA English Literature | Kerala University, India**

*1994*

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## **LANGUAGES**

**English (Advanced) | Hindi (Intermediate) | Malayalam (Native) | Tamil (Intermediate) | Arabic (Beginner)**

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## **PERSONAL DETAILS**

**Date of Birth:** 20/07/1973

**Marital Status:** Married

**Nationality:** Indian

**Religion:** Hindu

**Passport No:** Z7068203

**Gender:** Male

**Driving License Kuwait:** 273072005728