

Anandu Prakash *Process Expert Sales operations*

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Profile

Sales operations major, with exposure to International ocean transport and logistics management experience and International Air cargo logistics experience. Seeking to obtain a responsible position in logistics management where -in my skills and knowledge will contribute towards the improvement and success of the company.

Professional Experience

2022/12 – present

Pune, India

Process Expert Sales operations

A.P. Moller - Maersk

- Analysing business performance trends of customers and proposing existing and new business deals to customers.
- Timely review and ensuring revenues are met as per the target.
- Proposing end to end logistics solutions to beneficial cargo owners.
- Assist in business projection to the management.
- Active participation in plans for customer retention and customer experience enhancement.
- Adaptability to sales tool techniques and hands on experience.
- Managing and monitoring quote tool automation process and make sure quotes are sent to customers within standard response time.

2019/07 – 2022/04

Bangalore, India

Air Import Executive

Robinsons Cargo & Logistics Pvt Limited

- Co-ordination with customers and suppliers for order confirmation and delivery.
- Maintaining records and preparing weekly and monthly reports. DSR preparation of key clients, collecting DO from Airlines, critical care shipment handling.
- Monitoring payment dues and timely collection of payment dues, reviewing credit period allowed to customer and contract extension, preparing overseas agent invoice and local shipments invoices.
- Issuing. Cargo Arrival Notice to customers C.H.A and other stake holders. Leading the operational team to focus on the organizational goal, managing shipment schedule and arranging booking, releasing delivery order to customers.
- Identifying discrepancies in shipping documents and rectifying,

Education

2017/07 – 2019/07

Chennai, India

MBA International Transportation and Logistics Management

School of Maritime Management, Indian Maritime University

2013/06 – 2016/03

Kollam, Kerala, India

B.COM (Finance)

Sree Narayana College, Kollam, Kerala University

Projects

2018/06 – 2018/07

Summer Internship at Cochin Port Trust

Traffic Management Intern-Organizational Study of Cochin Port Trust

Languages

- English
- Hindi
- Tamil
- Malayalam

Skills

- Multilingual Coordination.
- Ability to handle pressure and work well in a fast-paced, customer-centric environment.
- Office 365
- PowerPoint

References

Anantha Krishnan G., *Port Operations Officer*, CMA-CCM, Navi Mumbai
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