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An enthusiastic professional with a strong vision to achieve successful outcomes along with three years of experience in running successful method-oriented operations and taking initiatives for business excellence through process improvement.

PROFILE SUMMARY: -

- Maintained solid professional relationships with Airlines.
- Knowledge about which airline has a good rate for particular destination.
- Understand clients' needs in order to strategy the costing and or pricing.
- Coordinating with all departments to ensure efficient operations.
- Ability to work within existing markets and establish new markets.
- Generating AWBs, IDG and executing Final AWBs in CALOGI SYSTEM.
- Co ordinating with Airline for flight schedule.
- Arranging pickup from customer warehouse & delivering to airport on time.
- Sending Pre-Alerts to Operation Dept.
- Customer service executive in one of the biggest shipping lines with focus on Import documentation
- Key activities involve in (a) Accuracy & Timeliness, (b) Process Improvement, (c) Standardization management and (d) Internal Trainings and day-to-day documentation process

Organizational Experience

ORIENT FRIGHT SOLUTIONS LLC
DESIGNATION:- Pricing Specialist
DURATION : Mar 2024 to Aug 2024
LOCATION : Dubai, United Arab Emirates

Key Responsibilities:

Worked in pricing across multiple logistics modes, including air freight, sea freight, land transport, and express courier services. Skilled in cost analysis, rate negotiation and optimizing transportation pricing strategies.

- Obtaining competitive rates from airline and quoting to customer.
- Providing customs clearance and last-mile delivery services for Air and Ocean freight shipment.
- Retrieving courier rates from online portals and providing competitive quotation to customers.
- Providing road transport service within GCC country.

GRAND FREIGHT X

DESIGNATION:- Executive Airfreight Export Pricing

DURATION : Dec 2021 to Mar 2024

LOCATION : Dubai, United Arab Emirates

Key Responsibilities:

- **Knowledge of Freight Regulations :-** Understanding international airfreight regulations and compliance requirements is crucial to accurately price shipments.
- **Market Awareness :-** Staying informed about market trends, fuel costs, and other factors influencing airfreight rates helps in making competitive pricing decisions.
- **Understanding Freight Classifications :-** Different types of goods may have specific classifications affecting pricing. Knowing how to categorize and price various commodities is essential.
- **Negotiation Skills :-** Effective negotiation with airlines, freight forwarders, and other service providers can lead to better pricing and terms.
- **Analytical Skills :-** Analyzing shipment details, route options, and other variables helps in determining the most cost-effective pricing strategy.
- **Communication Skills :-** Clear communication with clients, carriers, and other stakeholders is vital to ensure accurate pricing and address any concerns.
- **Problem-Solving :-** Being able to troubleshoot issues related to shipment size, weight, or destination constraints is crucial for successful airfreight pricing.
- **Technology Proficiency :-** Utilizing pricing tools, freight management software, and staying updated on industry technology trends can streamline the pricing process.
- **Customer Service :-** Providing excellent customer service, including prompt responses and transparent communication about pricing, builds trust with clients.
- **Risk Management :-** Understanding potential risks such as currency fluctuations, geopolitical issues, or carrier reliability is important for mitigating uncertainties in pricing.
- **Quoting and Proposals :-** Providing accurate and timely quotes and proposals to clients based on shipment details, ensuring transparency in pricing.
- **Documentation :-** Handling pricing-related documentation accurately and efficiently, including invoices, quotes, and contracts.
- **Collaboration :-** Collaborating with other departments such as logistics, sales, and customer service to ensure cohesive and efficient operations.

Overall, the key responsibility is to manage the pricing strategy in a way that aligns with business objectives, satisfies client needs, and remains compliant with industry regulations.

CMA - CGM GLOBAL BUSSINESS SERVICE INDIA**DESIGNATION:-****Executive Import Documentation / Customer Service****DURATUION:- Jul 2018 to Dec 2021****LOCATION: Mumbai, INDIA****Key Responsibilities:**

- Handled Import Documentation (Malaysia, France, Lebanon & Abu Dhabi)
- Preparing Bill of Lading in system.
- Updation of status in core system for further tracking (Pre, Post & ICC)
- Tracking of the containers in the vessel loading/unloading/transshipment and additional containers found in Import shipment loadlist (ISL)
- Sending Notice of Arrival (A/N) to customers with appropriate remarks.
- Charges updation and managing exceptions of charges according to the approved list of the respective countries.
- Processing Invoices & arrival notice through LARA software.
- Checking (BOL) Bill of Lading as per country requirement.
- Generating Invoices & Arrival notices and sending to the consignee through emails.
- Verifying & correcting destination charges.
- Cross verification of containers discharges at discharge port with LARA & Bayplan.
- Sending Discharge List as per discharge port to Planner / Terminal.
- Sending HAZ & REFER manifest to terminal.
- Co-ordination with concern dept. for any discrepancy in Bill of Lading.
- Monitoring and closely follow-up for import shipment on daily basis till cargo hand-over.
- Effectively coordinating with front offices (Malaysia, France, Lebanon & Abu Dhabi)
- Preparing daily, weekly & monthly reports for voyages of the team & present to manager (PPT).
- Follow up for status/discrepancy with Port of Loading.
- Sending Notices for the empty containers / unassigned containers to the front office (Malaysia, France, Lebanon & Abu Dhabi).
- Well versed knowledge of LARA Software. (CMA CGM - Global customized software)
- Manually inputting Bill of Lading details such as, CEE NOTIFY & SHIPPER, containers, HAZ & REFER and sending manifest to terminal.
- Handled one of the critical and vital (Malaysia) process in IMPORTS.

Education

- Completed Bachelor of Commerce from University of Mumbai in year 2018.
- High School education from Maharashtra Board in year 2015.

Certified & Professional Courses

- Currently Pursuing post-graduation in Shipping Management and Logistics from Narottam Morarjee Institute of Shipping, Mumbai.

Technical Skills

- MS Office
- LARA Software

Personal Skills

- Process Improvement
- Accuracy & Timeliness
- Hard working and determined
- Self - driven and motivated

Interests & Hobbies

- Drawing
- Listening Music
- Travelling
- Cooking
- Craft
- Dancing

Personal Details

- Date of Birth : 26TH OCTOBER 1996
- Languages Known : Tulu, Hindi, English and Marathi.
- Passport No. : T1886622
- Marital Status : Married
- Nationality : Indian
- Location Preference : UAE and Asian Countries
- Current location : Dubai
- CMA-CGM Reference : Designation (Supervisor) Avjeet Singh :- +91 99204 32464
(Manager) Simran Kaur :- +91 97735 96041