



K.V. KARTHIK

CONTACT

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Al Nahda, Dubai

Passport No : T6904126

Date of Expiry : 04/08/2029

Date of Issue : 05/08/2019

Holder of Valid **UAE** Driving License

Nationality : Indian

Date of Birth : 13/03/1997

Marital Status : Single

DIGITAL SKILLS

- MS Word/ Excel
- Basic Operation
- Internet & Email

PROJECT

A Study on Freight Forwarding

- Export Procedure
- Import Procedure
- Role of Logistics in Export and Import
- Export & Import Shipping Document

ABOUT ME

Experienced professional with a background in sales, operations, and customer service within the logistics industry. Holds a PG Diploma in Logistics & Supply Chain Management and a BBA in Logistics and Shipping Management. Proven track record in driving revenue growth, ensuring efficient logistics processes, and providing comprehensive support across various functions. Ready to contribute expertise and industry knowledge to organizational success.

ACADEMIC CREDENTIALS

- **PG DIPLOMA – LOGISTICS & SUPPLY CHAIN MANAGEMENT** | Pursuing
MIT School of Distance Education
- **BBA - LOGISTICS AND SHIPPING MANAGEMENT** | 2015 - 2019
Coimbatore Marine College
Bharathiar University

WORK EXPERIENCE

SENIOR SALES EXECUTIVE | July 2024 – Present

DCME LOGISTICSSERVICES LLC

Duties and Responsibilities

- Identified and developed new business opportunities.
- Managed a portfolio of 13 clients, delivering tailored logistics solutions and ensuring customer satisfaction through effective communication and follow-up.
- Maintained up-to-date knowledge of industry trends, competitor activity, and regulatory changes to stay competitive in the market.
- Collaborated with internal teams (operations, warehousing, customs) to ensure smooth execution of services and resolution of any customer issues.
- Provided market insights and strategic recommendations to senior management, contributing to the overall sales strategy.

SALES EXECUTIVE | July 2023 – June 2024

WIDE WING SHIPPING LLC

Duties and Responsibilities

- Drive sales growth and market expansion strategies.
- Develop and cultivate global market opportunities.
- Build and nurture client relationships for market penetration.
- Analyse markets to identify growth opportunities.
- Ensure profit and loss accountability for business units.
- Manage domestic and international business operations.
- Foster client and partner relations for mutual success.
- Direct marketing efforts to support business objectives.
- Manage and grow key accounts effectively.
- Develop and implement strategic business plans.
- Spearhead new business development initiatives.

PROFESSIONAL SKILLS

- Sales Strategy Development
- Global Market Expansion
- Client Relationship Management
- Market Analysis and Identification
- Profit and Loss Accountability
- Domestic and International Operations Management
- Partner Relations Management
- Direct Marketing
- Key Account Management
- Team Leadership and Motivation
- Strategic Business Planning
- New Business Development
- Product Launch Management
- Import and Export Operations
- Inventory Management
- Pricing and Rate Negotiation
- Documentation Management
- Customer Service
- Customs Clearance Coordination
- Carrier and NVOCC Negotiations

INTERESTS



Songs



Travelling



Swimming



Bike riding

OPERATION EXECUTIVE | Nov 2020 – Oct 2022

WIDE WING SHIPPING LLC

Duties and Responsibilities

- Set pricing for import and export, negotiating rates with lines and NVOCC.
- Handling inquiries and providing quotations to customers
- Handle export operations including bookings through carriers' websites and bill of lading preparation.
- Coordinate with overseas agents for import and cross-trade pricing
- Coordinate import and cross-trade operations with agents and handle CIS trade.
- Facilitate cross-stuffing coordination within JAFZ
- Manage customs procedures in Dubai Trade.
- Manage transport fleet and coordinate stuffing and destuffing with customers.
- Arrange documentation related to MOFA and Dubai municipality.

INTERN IN DOCUMENTATION / CUSTOMER SERVICE AND MARKETING DEPARTMENT | 2019 - 2020

TRANSPHERE LOGISTICS PVT LTD

Duties and Responsibilities

- Manage import manifestation and export documentation processes.
- Provide customer service support to clients, addressing inquiries and concerns.
- Assist with customs clearance procedures for shipments.
- Coordinate with carriers for shipment logistics.
- Handle container bookings through carriers' websites.
- Complete shipping instructions accurately and efficiently.

PERSONAL STRENGTHS

- **COMMUNICATION** - Interpersonal skills – verbal, problem solving and listening skills in any administrative role.
- **SERVICE** - Having a customer focused approach Skills include Patience, Attentiveness, and a positive language
- **ORGANIZATION** - Helping others, organizing a to-do list. Prioritizing tasks by the deadline for improving time -management.
- **MANAGEMENT**- Management skills to direct others and review others performance.

LANGUAGE SKILLS

Malayalam

English

Hindi

Tamil