

# IRFAN NIZAR

Kandy , Sri Lanka 20000 | 34 Years | +94 777 930238 | irfniz@outlook.com | irfan\_nizarphd@outlook.com | **WWW:** linkedin.com/in/irfan-nizar-a7b5b9b5

## Summary

Logistics and Shipping Expert with over a decade of experience across freight operations, networking, marketing, procurement, pricing, logistics operation, market trend analysis, and NVOCC operations. Demonstrated expertise in managing complex Out of Gauge (OOG) and Project Cargo shipments. Currently pursuing a Master of Philosophy / Doctor of Philosophy in Business Economics at University of Sri Jayewardenepura, focusing on carbon-neutral transportation practices : A Comprehensive Analysis of the Challenges Confronting the Shipping Industry in Sri Lanka I have completed an MBA in International Business with Distinction at University of East London. Aspiring to pursue a PhD in Business Economics with research focus on "The Economics of Hydrogen and Nuclear Energy Infrastructure Development for Decarbonizing Maritime Sector". A visionary logistics specialist, I am dedicated to pioneering alternative fuels such as Solar, Wind, LNG, Hydrogen, Methanol, Ammonia, Biofuel, Nuclear Energy in shipping, driving sustainable innovation, optimizing supply chains, and advancing greener future in global supply chain and maritime logistics

## Skills

- Freight Forwarding
- MS Office proficiency
- Multitasking
- Time Management
- Strategic Networking
- Inventory Management
- Risk management and monitoring
- Incoterms
- Analytical and Critical Thinking
- Pricing Strategy
- Cost Analysis
- Customer Relationship Management
- Request for Quotation
- Data Mining & Market Trend Analysis
- Research
- Customer Centric
- Negotiation
- Logistics Management
- Communication skills
- Oil and Gas Logistics Enthusiast
- Lifelong Learner
- Sales Negotiation

## Experience

### Research Analyst - Part Time

07/2023 to 10/2023

#### Politicslk I The Content Studio

Sri Lanka

- Video Content Development and Editing  
Expertise in crafting engaging and visually appealing video content.  
Proficient in video editing techniques for a polished final product using Canva , Capcut , Kapwing
- Research and Writing  
Conducting comprehensive primary and secondary research in English  
Exceptional writing skills to articulate researched information effectively.
- Content Presentation  
Fluent in audio content presentation in English, Sinhala, and Tamil  
Ability to convey ideas persuasively through various linguistic mediums using SPSS.
- Creative Solution Idealization  
Generating inspiring, strategic, and innovative ideas.  
Presenting solutions aligned with business objectives while maintaining on-brand consistency.

### Multitasking Executive - Part Time

11/2022 to 02/2023

#### Wincanton PLC

Bristol United Kingdom

- Ensure conduct and behavior comply with Wincanton Health & Safety legislation and guidelines.
- Contribute to a Zero Harm culture.
- Work in a team environment.
- Undertake all training necessary to be flexible within any required areas of the warehouse.
- Operate customer & Wincanton IT systems as required.

- Ensure time and attendance within Company set standards.
- Complete all necessary paperwork accurately.
- Escalate any issues to management.
- Complete all relevant documentation to provide a quality service to clients.
- Support operational efficiency, general housekeeping, and hygiene standards.
- Carry out operational tasks as requested to achieve departmental and site objectives.
- React to change due to operational and client requirements.
- Commit to continuous improvement, striving for increased efficiency, productivity, and growth.
- Operate within Wincanton values – Excellence, Integrity, Passion, Proactivity, Togetherness, and Trust.
- Be available for call-out work as part of an existing team.
- Demonstrate flexibility to meet overtime requirements.
- Ensure correct handling of all client products at all stages within the facility.
- Deliver high personal standards to achieve KPIs in safety, quality, performance, and service. Take pride in ensuring 100% accuracy in all aspects of the operation.
- Contribute towards helping Britain achieve Net Zero Carbon Emission

### **Senior Sales Executive**

**01/2017 to 12/2020**

**Lanka Shipping and Logistics Pvt Ltd / Perma Shipping Lanka (Pvt) Ltd**

**Colombo Sri Lanka**

- Track market information and trends for Sea Freight and Air Freight.
- Manage the end-to-end NVOCC operations, including cargo booking, sending release order, space allocation, and coordination with shipping lines
- Inventory Management ensuring FIFO (First-In, First-Out) and LIFO (Last-In, First-Out) method is followed accurately
- Propose strategic actions to establish new trade lines with mutual contracts.
- Establish and nurture networks through WCA, PCN, and FIATA Networks. Conduct price negotiations with major liners, including Maersk, Evergreen, Cosco, Zim, Emirates, Hapag-Lloyd, and other NVOCC companies.
- Timely submission of essential documents, such as CBF, VGM, B/L, ISF, AMS, to feeders, overseas agents, and customer approval.
- Prepare regular reports on customer service performance, operational efficiency, and key metrics related to NVOCC operations.
- Monitor and optimize operational workflows to improve efficiency and reduce turnaround times.
- Collaborate with the operations team to ensure smooth cargo movement, adherence to schedules, and compliance with regulatory requirements.
- Provide daily sailing schedules to stakeholders and obtain competitive freight rates and slot rates.
- Handle Profit & Loss, adhering to ISO standard Develop a deep understanding of target customers and their specific requirements.
- Build and maintain strong customer relationships. Send B/L, HBL, MBL, Pre-Alerts promptly to agents and customers.
- Ensure replies to sales leads and key correspondence within 24 hours.
- Establish mutual agreements with overseas trade alliances.
- Conduct meetings with freight forwarders overseas for collaboration and business development.
- Co-load shipments with other consolidators to manage overflow in LCL shipments.
- Ensure timely arrival of cargo at the destination for both Sea Freight and Air Freight .
- Communicate changes in service or freight rates, notable trds, policies, and other relevant information to assigned accounts Monitor ISO Standard processes (9001: 2015) and prepare weekly reports to ensure compliance.
- Prepare P&L statements, obtain credit approvals, and handle budgeting for all console shipments (ISC, Fareast, Europe, USA).

### **Customer Service Executive**

**01/2017 to 03/2019**

**Perma Shipping Lanka (Pvt) Ltd / Lanka Shipping and Logistics Pvt Ltd**

**Colombo Sri Lanka**

- Handled customer complaints with empathy and composure. Demonstrated a calm and composed demeanor while resolving issues.
- Processed a variety of documentation and entered information into ERP systems.
- Coordinated and directed documentation to the appropriate officer for further processing in day-to-day operations.
- Sending Pre Alerts to agents on time Enhanced Reefer Bookings, Gulf & Upper Gulf Bookings, and Fareast bookings.
- Initiated new initiatives in trade lines, developing projects, break bulk, OOG shipments, and increasing nomination cargo.
- Sending release orders to client and ensuring that the container is picked up on time. Extending the cutoff time when it's required.
- Updating freight rates and bookings in the principal system based on information communicated by the marketing staff.
- Obtained credit applications from clients as necessary. Updated FCL closing times to clients after obtaining the information from vessel operators. Managed shipping services such as (AGI W / AGI E / CCG E / WIND).
- Followed up with shippers to obtain Bill of Lading instructions. Coordinated with destination agents to ensure timely deliveries to desired destinations.
- Explore and implement new initiatives in trade lines. Developed projects, break bulk, and oversize/overweight (OOG) shipments.
- Getting slot rates from different feeders to Gulf, Upper Gulf, Fareast, ISC and update it to agent, sales and customers

**Senior Marketing and Customer Service Executive**  
**CP World Group**

**09/2011 to 01/2017**  
**Colombo Sri Lanka**

- Receive booking sheets for local shipments, T/S bill of lading, and supporting documents from the import department. Sending daily sailing schedules for console and FCL to all stakeholders.
- Update sailing schedule in iCargo SAP daily. Co-load cargo with other co-loaders if there is an overflow of shipments.
- Negotiate rates with shipping lines and NVOCC to enhance the profitability of the console department.: Send stuffing plans to Ace Yard for Europe, ISC, USA, and the Middle East.
- Arrange T/S documents for the operations department and stuffing plans for local shipments in BQ1, BQ3 warehouse in the Sri Lankan port authority.
- Coordinate with local carriers for release orders, cutoffs, ETA, ETD, etc.
- Obtain SLPA approval for balance console shipments.
- Prepare P&L statements for all console shipments, including ISC, Fareast, Europe, and USA. Coordinate with overseas agents and update transshipment details.
- Monitor overall console shipments.
- Coordinate with multiple consolidators to promote transshipment cargo.
- Handle nomination exports for both LCL and FCL shipments.
- Present weekly reports to the Head of the Department on LCL development, including local and transshipment cargo.

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**Education**

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**Master of Philosophy / Doctor of Philosophy : Business Economics**  
University of Sri Jayewardenepura

**Expected in 04/2026**  
Colombo, Sri Lanka

- **Research:** *Steering Towards Carbon Neutral Transportation Practices: A Comprehensive Analysis of the Challenges Confronting the Shipping Industry in Sri Lanka.*
- **Journal Publications :** *I recently published my research on "steering towards carbon neutral transportation practices: A comprehensive analysis of the challenges confronting the shipping industry in Sri Lanka" in The renewable and sustainable energy review journal (Elsevier) and Environmental Quality Management journal (Wiley Online) | Currently I'm also preparing a study on " The Economics of Carbon Taxation and Emission Trading Systems in the Maritime Sector in Sri Lanka "*

**Master of Business Administration : International Business**  
University of East London

**01/2020**  
London, United Kingdom

- Grade: Distinction

- Dissertation Title: " *Impact of Country Attractiveness towards willingness to invest in Gulf Countries*"  
Here specially focused on Iran Logistics Industry at a Glance into international corridors. Supervised by Dr. Ravi Dissanayake from University of Kelaniya and Dr. Stephanie from University of East London

### Member - The Chartered Institute of Logistics & Transport

05/2020

The Chartered Institute of Logistics & Transport (UK)

United Kingdom

- Membership : MILT

### Postgraduate Diploma in Strategic Management And Leadership

08/2018

Pearsons College London

London, United Kingdom

- Grade: Pass Credit : 60
- Program : Strategic Change Management , Strategic Planning I Strategic Human Resource Management I Strategic Change Management I Professional Development for Strategic Managers I Developing Strategic Management and Leadership

### Certificate Course in Logistic Services, Freight Forwarding And Multi Modal Transport

08/2013

CINEC CAMPUS

Colombo, Sri Lanka

- Grade: Pass I Credential ID C\_COM-520/13-02/0002

syllabus is duly approved by Director General of Merchant Shipping of the Ministry of Ports and Shipping, Sri Lanka

- Program

Introduction to Freight Forwarding and NVOCC operations , Carriage of Goods by Sea ,Carriage of Goods by Air, Documentation and Legal Aspects , Quality Management , Dangerous Goods and Quarantine Requirement procedures , Multi Modal Transport , Supply Chain Management , Business Communication , International Trade , Incoterms - 2010 , Marketing in Logistics Services , E-Commerce

### Diploma in Accounting and Business

09/2010





Association of Accounting Technicians of Sri Lanka

Colombo, Sri Lanka

- Grade : Pass (Intermediate Level)

Accounting and Control Systems , Information Management & Application in Business , Business Law and Management , Business Communication

## Languages

<b>English:</b>	C2	<b>Tamil:</b>	B2
			
Proficient (C2)		Upper Intermediate (B2)	
<b>Sinhala:</b>	B2	<b>Arabic:</b>	A1
			
Upper Intermediate (B2)		Beginner (A1)	

## Volunteer Experience

Member

*Rotaract Club of Colombo | July 2017 - July 2023*

As the first and oldest Rotaract Club in Sri Lanka, and the third in South Asia, the Rotaract Club of Colombo has been a pioneer in social service since its establishment on September 9, 1969. We are a registered non-profit organization under Rotary International, operating under the esteemed Rotary Club of Colombo (founded in 1929). Our mission is to develop effective leaders and foster responsible citizenship to promote international understanding and peace.

### Key Responsibilities

- Organized Community Service Projects: Led both local and international community service initiatives, contributing to impactful and meaningful change.
- Charity Bus Projects: Coordinated charity bus events to support various causes and mobilize community involvement.
- ETP Projects: Developed and managed educational and training programs to enhance community development.

- "Escape to Paradise" Events: Planned and executed round-trip events with international Rotary clubs, facilitating cross-cultural exchange and collaboration.
- Differences Program: Organized programs aimed at addressing social disparities and fostering inclusivity like " Christmas With Difference".
- Networking and Charity Projects: Networked with other Rotary clubs to arrange collaborative projects, including "Run for Their Lives," a fundraising event to support cancer patients.

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## References

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### **Professor Sudath Manjula Amarasena**

Department of Decision Science

Faculty of Management Studies and Commerce

University of Sri Jayawardenapura, Sri Lanka

Editor-in-Chief of the Journal of Purchasing, Logistics and Supply Chain Management System

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### **Professor Ravi Dissanayake**

Head of the Department of Marketing Management,

University of Kelaniya,

Sri Lanka.

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### **Prof. (Ms.) Sumudu Perera (PhD)**

Professor in Business Economics,

Department of Business Economics

University of Sri Jayawardenapura,

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### **Mr. Ananda Senanayake**

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