

## **SUDEV V S**

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### **SUMMARY**

Highly motivated Sales Professional with a strong academic foundation in Management studies, currently contributing to a leading ship agency in India. I possess a proven track record of success in adaptive sales and am eager to leverage my skills and knowledge within a dynamic and progressive organization. I am a dedicated and results-oriented individual with a strong work ethic and a commitment to continuous learning and professional development. I thrive in challenging environments and am consistently driven to exceed expectations. My personal motto, "Next day better," reflects my commitment to continuous improvement and a proactive approach to achieving success.

### **SKILLS**

- Sales Pitching.
- Relationship Management.
- Team Dynamics.
- Pricing.
- Microsoft Office Excel and ERP

### **EXPERIENCE**

#### **Senior Executive Sales, Eastern Liner Shipping, JM BAXI India Ltd.**

Chennai, September 2024- present

- Developed and expanded the local import market for Liner SITC Container Lines Pvt. Ltd.
- Conducted market analysis to optimize Liner's product and service offerings, including agency services.
- Managed relationships with multinational forwarders, Customs House Agents, and manufacturers.
- Established and maintained strong communication channels with overseas partners and customers.
- Successfully negotiated prices and customized product offerings to meet customer needs.
- Effectively coordinated with internal departments and individuals to align with customer requirements and organizational objectives.

#### **Assistant Manager Sales, Teamglobal Logistics Pvt. Ltd.**

Chennai, July 2023- present

- Managed multinational client accounts within WWA network.
- Built and maintained strong customer relationships through effective communication and negotiation.
- Ensured operational excellence by adhering to organizational and network SOPs.
- Coordinated with foreign agents for import pricing and logistics.
- Conducted performance analysis, reported KPIs, and collaborated cross-functionally to deliver comprehensive solutions.

### **Intern, Abrao Group International, Kochi July 2022- August 2022**

Completed one-month internship at Abrao Group, Kochi.

- Acquired hands-on experience in liner agency operations.
- Proficient in EXIM documentation (Bill of Lading, Delivery Order).
- Familiar with operational aspects including berth planning, terminal operations, and customs procedures.
- Experienced in liner agency equipment management.

### **Intern, Central Warehousing of Lulu Group International, Kochi January 2021- February 2022**

- Inbound receipt and outbound departure of warehousing activities.
- Participation in P.O processing, checklist preparation, order picking, load planning, tally preparation activities.
- Inventory control and scrap management.

### **EDUCATION**

- **Master of Business Administration**  
Gold Medalist, Port and Shipping Management, Indian Maritime University, Chennai Campus, June 2023.
- **Bachelor of Business Administration**  
First Class, Logistics Retailing and E-commerce, Indian Maritime University, Chennai Campus, August 2021

### **PROJECTS**

- **Dissertation titled “A Study on Marine Pollution with special reference to Oil Spillage of 2017 at Ennore**  
Submitted to School of Maritime Management, Indian Maritime University in partial fulfillment of Master of Business Administration in Port and Shipping Management.
- **Dissertation titled “Impact of Hyper Local Marketing in Rural Retail Sector of Kerala”**  
Submitted to School of Maritime Management, Indian Maritime University in the partial fulfillment of Bachelor of Business Administration in Logistics, Retailing and E-commerce.

### **ACHIEVEMENTS**

- **Gold Medalist** – Rank 1 Student in all India level of MBA Port and Shipping Management at Indian Maritime University received from Honorable President of India Ms Droupadi Murmu
- **Estuary' 23** – Served as overall coordinator for National Seminar and Management Fest organized by School of Maritime Management, Indian Maritime University

### **LANGUAGE**

- Malayalam - Native.
- English - Professional
- Hindi - Professional
- Tamil - Elementary

### **CERTIFICATIONS**

- SAP Simplified for Absolute Beginners On UDEMY
- International Maritime Organization Mock Session 2021 Intercampus level
- Google Analytics
- Google digital garage

### **REFERENCE**

**Dr. Krishna Prasad (KP), FICS, PhD**, Aster Marine Cargo LLC, P.O. Box 51257,  
Dubai, United Arab Emirates  
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**Mr. P K Mohandas**, Senior Shipping & Logistics Professionals  
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**Dr. B Swaminathan**, Head of Department, School of Maritime Management,  
Indian Maritime University, Chennai  
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