



Rakesh Sankara Pillay

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WORK EXPERIENCE

Shiphold Logistics Co., Kuwait

Aug 2024 - Present

Role: General Manager

- Develop and execute strategies to drive business expansion, optimize operations, and increase market presence in Kuwait and the region.
- Administer end-to-end logistics operations, including Shipping, Freight Forwarding, Breakbulk & Project Cargo Handling, Transportation GCC & Iraq, warehousing, and distribution, ensuring efficiency and cost-effectiveness.
- Manage P&L, budgeting, and financial forecasting, implementing cost-control measures to maximize profitability.
- Establish and maintain strong relationships with shipping lines, freight forwarders, customs authorities, and global network partners to boost service offerings.
- Ensure all logistics operations comply with local and international regulations, safety standards, and customs requirements.
- Identify new revenue opportunities, expand service portfolios, and lead business development initiatives to increase market share.
- Supervise recruitment, training, and development of staff, fostering a high-performance culture.
- Implement automation, digital tools, and process improvements to enhance operational efficiency and customer experience.
- Build & maintain strong client relationships for high service standards, retention & satisfaction.
- Address operational risks, disruptions & market challenges for business continuity & resilience.

Compass Ocean Logistics, Kuwait

May 2022 - Jul 2024

Role: Director - Sales & Marketing

- Spearheaded new venture development and international trade expansion, identifying growth opportunities.
- Managed Project & Breakbulk (BB) cargo handling, ensuring seamless logistics operations.
- Administered financial forecasting, budgeting, and market analysis, providing insights for strategic decision-making.
- Established and monitored network agents and agency agreements, strengthening global partnerships.
- Played a key role in operational decision-making, providing leadership, guidance & support to team.
- Built and nurtured long-term client and supplier relationships, driving business sustainability and growth.

PSL Arabia Shipping & Logistics Co. WLL, Kuwait

Sep 2019 - Apr 2022

Role: Deputy General Manager

- Superintended Project & Breakbulk (BB) cargo handling, including customs clearance, delivery, and storage facility management.
- Established new networks and agency partnerships, enhancing business opportunities and market reach.
- Optimized workloads & priorities for efficient operations & achievement of performance targets.
- Supervised recruitment, hiring, and talent management, ensuring a skilled and competent workforce.
- Managed DG cargo handling (Air, Sea, and Land) while ensuring compliance with safety, legal, and quality standards.
- Monitored P&L performance, implementing strategies to maximize profitability and financial sustainability.

International Global Shipping Co, Kuwait

Nov 2016 - Aug 2019

Role: General Manager

- Led company development and expansion efforts, focusing on NVOCC operations and business growth.
- Implemented efficient business processes and procedures, enhancing team productivity and adherence to best practices.
- Built and maintained strong relationships with international network agencies, shipping lines, and partners to drive sales.
- Negotiated competitive rates with overseas partners and guided the sales team to exceed revenue targets.
- Superintended customer and vendor management, ensuring seamless coordination, project execution, and business development.

ADC Shipping & Forwarding Services Co. WLL, Kuwait

Nov 2007 - Oct 2016

Role: General Manager

- Managed projects in Kuwait & Iraq, administering logistics, warehousing (KFTZ & City), and transportation operations.
- Led convoy services to Iraq and facilitated LCL consolidation, ensuring smooth cross-border movement.
- Offered strategic direction, guidance, and support to the team, playing a key role in decision-making.
- Monitored sales performance and internal operations, ensuring efficiency and seamless workflow.
- Controlled contractual and commercial disputes, resolving issues to maintain business continuity.
- Supervised recruitment, training, and performance management, ensuring staff competency and adherence to best practices.

ADC Shipping & Forwarding Services Co. WLL, Kuwait

Aug 2005 - Oct 2007

Role: Sales Manager

Caravan Freight Forwarders, Kingdom of Bahrain

Jun 2002 - Jul 2005

Role: Business Development Manager

High Court of Kerala, India

May 1997 - Apr 2002

Role: Lawyer

SKILLS

Business Development | Budgeting & Forecasting | Sales & Marketing | Shipping & Freight Forwarding | Market Research & Analysis | Client Relationship Management | Administrative Operations | Training & Development | Project Pricing & Negotiation | Vessel/Aircraft Chartering | International Trade Lane Development | Oil & Gas | Supply Chain Management | TMS | Auditing | Citrix | WMS | MS-Office

EDUCATION

Bachelor of Law | Mysore University, India

1997

BA English Literature | Kerala University, India

1994

LANGUAGES

English (Advanced) | Hindi (Intermediate) | Malayalam (Native) | Tamil (Intermediate) | Arabic (Beginner)

PERSONAL DETAILS

Date of Birth: 20/07/1973

Marital Status: Married

Nationality: Indian

Religion: Hindu

Passport No: Z7068203

Gender: Male

Driving License Kuwait: 273072005728