## Ajay Kumar Mishra Certified & with 30 + yrs. of Experienced Professional In: - Port Operations, Logistics & SCM.

 **Nationality:** Indian   
**Marital Status:** Married  
**Date of Birth:** 04th June 1968   
**Passport No:** M8078420 (EXPIRY: 04/14/2025)  
**Driving License:**  (Indian) – Valid.  
**GSM No:** +91- 8886177708 (What’s App) / +91 - 7075755781 (India).  
**Email:** [ajaykmishra50@gmail.com](mailto:ajaykmishra50@gmail.com)   
**LinkedIn Profile:** <https://www.linkedin.com/in/ajay-kumar-mishra-30612952/>  
**Resident Address:** M.V.V Estate, Flat No: 401, Dutch Layout Visakhapatnam (AP) India – 530017.

**Career Summary:**

Sound exposure with 30+ Years of depth knowledge & experiences in the field of:-  
Port Operations, Entire Logistics – Seaways, Railways & Roadways, Jetty/Port related Maintenance including Manual & Mechanized Material Handling System. Customs, Vessel Operations, warehouse/Stack yard management including involvement in entire Procurement, Marketing & SCM Activities self being the Head of Logistics.

Handled multi commodities such as oil, gas, chemicals, all raw materials & Finished goods pertaining to steel, Coking Coal, Steam/Thermal coal, Pet coke, Copper concentration including fertilizers such as Rock Phosphate, DAP, POP P2O5, MOP, Ammonia, Urea and Sulphuric Acid (H2SO4) with all reputed organization such as ONGC, Reliance, JSW Ispat, Hindalco at Birla copper unit, Uttam Galva & presently with Rain CII Vizag.

Used Vizag port and also few Vessels at Paradeep port for import of coking Coal and steam coal while I was with Uttam Galva. Hence Self is well versed with both the ports since last 11 years pertaining to port Operations.

Presently with Rain CII being the Head of Logistics self is actively involved in Marketing as well as for all despatches & all raw material procurement by regular interactions with the customers/Sellers.

* Assertive decision making, meticulous, Good Interpersonal / Conversational Skills, High Accuracy, team management & presentation skills.
* Multitasking abilities, Problem solving, Positive thinking, proclivity to learn, job enthusiasm, strong initiatives at work, maintaining good relationship with fellow members, clients & customers.

**Key Skills / Area of expertise:**

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| * **Port Operation.** * **Customs Clearance & Documentations.** * **Shipping & Logistics Management.** * **Imports & Exports.** * **Material / Cargo Handling. (DRY, Bulk & Liquid – Manual & Mechanized).** * **Procurement, Purchase & inventory/stock management.** | * **Marketing for Dispatch & Delivery management.** * **Vessel Operation.** * **Warehouse Operations.** * **Implementing Safety Protocol (On & Off Shore).** * **Performance Evaluation.** * **Relationship Management  (Clients & Customers).** * **Liaison with Governmental official Bodies.** | * **Budget Planning & Executions.** * **Supply Chain Management.** * **Contract Management.** * **Tendering.** * **Bidding.** * **Negotiation.** * **Cost Control.** * **Vendor & Subcontracts Management.** |
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**Educational Qualification:**

* **Masters:** MBA – Port and Shipping Management from Alagappa University. [Year of Completion - 2009]
* **Bachelors:** Master of Commerce from Kamaraj University – Madurai. [Year of Completion - 2005]

**IT Skills:**

* SAP, MIS, ERP System, MS – Office, Outlook – 365, Adobe, Android, WIN – XP, 7, 8, & 10.

**Certification & License:**

## Certificate of Proficiency Radio Telephony Restricted Under Ministry of Communication - Government of India.  (Nov – 1989)

## Certificate of Proficiency Radio Telephony General Under Ministry of Communication - Government of India. (May – 1990)

## Certificate of Proficiency in GMDSS - (Global Maritime Distress Safety System): Under Ministry of Communication - Government of India. (Feb – 1998)

## Certified in Personal Survival Techniques – From B.P Marine Academy – Mumbai. (Nov – 1998)

## Certified in Personal Safety & Social Responsibility – From B.P Marine Academy – Mumbai. (Nov – 1998)

## Certificate of Proficiency in Medical First Aid – from B.P Marine Academy – Mumbai. (Mar – 1999)

## Certified in Fire Prevention & Fire Fighting – From ACE Maritime Institute – Mumbai. (June – 1999)

## Certificate of Proficiency in Survival Craft & Rescue Boats – from B.P Marine Academy – Mumbai. (Aug – 2000)

## Certified in Liquefied Gas Tanker Familiarization – From B.P Marine Academy – Mumbai. (June – 2000)

## Certified in Chemical Tanker Familiarization – From B.P Marine Academy – Mumbai. (Nov – 2000)

## Certified in Advanced Fire Fighting – From T.S. Chanakya – Under Ministry of Shipping – Govt of India. (Apr – 2002).

## STCW: (Standard of Training Certification & Watchkeeping Convention) Endorsement Certificate from Mercantile Marine Dept. – Under Ministry of Shipping – Government of India. (Apr -2002)

## Professional Experience:

* **RAIN CII CARBON Vizag Ltd. (Mar – 2016 to till date)  
  (Head – Logistics)**
* Heading entire Logistics & Port Operation for Plant from Planning till Execution.
* Vessel Discharge Planning & Execution.
* Planning of Rail Rake Dispatch including road logistics as per dispatch schedules to various customers.
* Cargo Reconciliation and ensuring no shortage in handling.
* Efficient operation in cost effective manner.
* Liaison with Governmental, Customs, Railways & Port officials.
* Cost Analysis & Annual Budgeting, execution & cost control mejores.
* Vendor, Manpower, Transportation & Contracts Management.
* Laytime Calculation settlement with all the issues pertaining to Vessel Operation.
* End – to – End Port Operations.
* Actively involved in Marketing for all despatches, raw material procurement and Purchase, Inventory/Stock management for all critical spares for all Logistics & Material handling equipments and also for operational requirements.
* **Uttam Galva Metallics. (Mar – 2011 to Mar – 2016)  
  (GM – Logistics & Port Operations)**
* I was overall in charge in East Coast for Road, Rail & Marine logistics, Port Operations at Visakhapatnam & Paradeep Port.
* Vessels discharging import cargo Coal and loading of export cargoes as & when required and Iron Ore despatch by Rail rakes from Barbil Odisha for Plant at Wardha.
* In charge of all logistics activities like shifting of the cargoes from port to respective yards / warehouses and further dispatch to the plant by Rail rake and by road transport as per requirement by meeting all statutory documentation & clearance with port customs & excise authorities.
* Effective coordination maintained with East Coast Railways for timely despatch of cargo by rakes at Visakhapatnam and Barbil Odisha.
* **Birla Copper (Hindalco Industries Ltd.) (Sep – 2008 to Mar – 2011)  
  (Sr Manager – Marine & Cargo Operations)**
* Being the section head self was responsible for entire DHIL Port of Dahej Operation and Stevedoring operation including all Vessel related Documentation & Customs Clearance etc.
* Reported to GM – Marine & Cargo Operations.
* **JSW ISPAT LTD. At Dolvi Mumbai (May – 2008 to Sep – 2008)  
  (Sr Manager – Jetty Operations)**
* Was responsible for entire Port and Stevedoring operation including all Vessel related documentations.
* Arrangement & make available of adequate nos of Barges and lining up to load by Barges from Mother Vessels at Anchorage, discharging at Ishpat Jetty and moving the cargo to plant by mechanized system from Jetty.
* Reported to VP – Port Operations.

* **Birla Copper (Hindalco Industries Ltd.) (May – 2007 to Apr – 2008)  
  (Sr Manager – Marine & Cargo Operations)**
* Being the section head self was responsible for entire DHIL Port of Dahej Operation and Stevedoring operation including all Vessel related Documentations.
* Reported to GM – Marine & Cargo Operations.
* **Reliance Industries Ltd. Petrochemical Unit at Hazira. (Dec – 1994 to Apr – 2007)  
  (Manager – Marine Operations)**
* Worked as Section In-Charge in liquid Terminal for Port & Tank farms related activities. Reported to Vice President – Shipping & Tank Farm. Was responsible for entire Jetty Operation including Vessel movements and Jetty related Maintenances.
* **ONGC: (SRBC, BRBC & Vessel MV – Sindhu – 15). (Oct – 1989 to Nov – 1994)  
  (Marine Radio Officer cum Junior Officer)**
* Started career as Marine Radio Officer / Junior Officer in various On Shore Base Stations and Rigs, & Off shore Rigs, Supply Vessels, Oil / Gas platforms including Nhava Supply Base in ONGC as per requirement.
* Working Locations are in Rajahmundry Under Chennai and Mumbai base stations.

**Major Achievement’s:**

* Fixation of Vendor KPI Under Contracts Management System to mitigate our operational risk in terms of Demurrage, Penalty or any Damages to Man, Materials & Machines.
* Reduction in Operational Cost by 10% with Renegotiating & Onboarding new Vendors.
* Reduction in Operational Cost by 15% With implementing various Operational & Time Management Strategy.
* Optimization of Storage area to reduce the rental & transportation cost.
* Reduction in Material Handling loss upto 0.15 to 0.20 % by implementing standard procedures.
* Customer Satisfaction – Reduction in overall Rail freight cost, Introduction of Material Safety Guidelines by implementing new operational procedure with delivering material without any Damages, Loss, contamination & Pilferage.

**Rewards & Recognition:**

* Recognized for good emergency coordinator during flood at Surat – Gujrat in 1998.
* Honored & awarded for Risk Assessment competition in complex level during safety campaign in 2003.
* Long Excellency Service award by Reliance Industries Ltd – Hazira.
* Awarded by Reliance Industries Ltd. for fetching the prize thrice in a year for providing suggestions for improvement on HSE Policy in 2007.
* Certificate Appreciation under Suggestion Scheme for conspicuous contribution toward utilizing existing acetic acid ling for MEG Export in 2003 by saving huge transportation cost to the company.
* Certificate of Appreciation for organizing & performing safety skit during the safety campaign in 2006.

**Language’s fluency:**

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| * **English (R – W – S)** * **Telugu (7/10)** | * **Hindi (R – W – S)** * **Gujrati (7/10)** | * **Oriya (R – W – S)** * **Bengali (8/10)** |

**Declaration:**

This is the true copy of my CV., further if any information required regarding my testimonials.   
I will be highly obliged to present the same upon request or at the time of Interview.

**Ajay Mishra**