

13000 Marseille
Plus de 10 ans d'expérience
Réf : 250305082715

Commercial

Ma recherche

Je recherche tout type de contrat, sur toute la région PACA, dans le Batiment.

Formations

12/2024 : Bac +5 à Kedge Business School

M.Sc. in International Trade and Logistics Manager Transport, Logistique et Commerce International (MTLCI License)

12/2018 : Bac +3 à Indian Maritime University

B.Sc. Nautical Sciences Parallely with Deck Cadet training.

Expériences professionnelles

01/2024 - à ce jour :

Sales & Export Executive chez Feed Eden sur Vitrolles, France

* Managed overall freight forwarding operations from order creation to delivery of goods to the consignee.

* Closely coordinated with shipper, consignee, carrier, and bank resulting in above 90% client satisfaction.

* Improved the company's work culture by creating a mobile app for cargo and documentation tracking.

* Streamlined logistics process by introducing clear checklists and procedures and regular training for employees.

01/2020 - 12/2023 :

Second Officer chez Anglo-eastern Ship Management sur Hong Kong

* Reached the rank of 2nd officer from 3rd Officer receiving a promotion 45% faster than maritime industry norms.

* Successfully carried out negotiations with charterers, agents, vessel managers and freight forwarders.

* Created cargo stowage plans solely especially for Dangerous Cargo and OOGs.

* Managed passage plans, weather routing and regular voyage reporting resulting in 10% improved fuel economy.

01/2018 - 01/2020 :

Third Officer chez Anglo-eastern Ship Management sur Hong Kong

* Overall in charge of Health and Safety, crew drills and training and distress communication on board ship.

* Sole Navigating officer on Bulk Carriers, Oil Tankers, and Container vessels with zero accident record.

* Responsible for vessel arrival documentation like crew list, bill of lading, port of call lists and custom formalities.

* Carried out maintenance of LSA/FFA on board in drydocks with a 100% success rate in vessel inspections.

01/2014 - 01/2018 :

Deck Cadet chez Anglo-eastern Ship Management sur Hong Kong

* Acquired shipboard training in 3 different types of vessels on navigation, cargo work and ship handling.

* Assisted the chief officer and captain in various inspections and ship stability calculations.

* Trained junior cadets on shipboard tasks including deck work, cargo handling and navigation.

01/2012 - 01/2014 :

Customer Service Expert chez Genpact-india

* Worked with MNCs like the National Australian Bank, Nokia, and Microsoft.

* Received Employee of the Month award twice with 86% overall customer satisfaction rate

Projects Consultation - Kedge Business School

* Michelin Tires: Presented an entry strategy in India resulting in an 18.2 % reduction in transport costs.

* Bourbon Group: Made a joint venture strategy in the renewable energy sector to enter Australia.

* ACCM : Planned end-to-end logistics for shipment of locomotives to Egyptian ports with 12% reduced freight rates.

* Kuehne Nagel: Created an interactive dashboard & optimized shipment of 400 FCL containers to Angola.

* Port of Antwerp: Optimized main drivers in dry, container and wet trade for the port and optimized hinterland.

Langues

Anglais (Oral : bilingue / Ecrit : avancé), Français (Oral : commerciale / Ecrit : intermédiaire), Hindi (Oral : bilingue / Ecrit : avancé)

Atouts et compétences

joint venture, calculations, Consultation, customer satisfaction, Customer Service, drills, Shipment, Fire Fighting, freight forwarding, cargo, freight forwarders, cargo handling, fuel economy, Import/Export, Incoterms, International Trade, Maritime, logistics management, Logistics, maintenance, negotiations, Negotiation, Health and Safety, renewable energy, Sales, Ship Management, Sustainability, Team Management