Commercial

13000 Marseille · Plus de 10 ans d'expérience · Réf. 250305082715

Ma recherche

Contrat recherché : Tout contrat
Zone : PACA
Mobilité : sur toute la région
Rémunération : a étudier
Secteur : Batiment

Formations

12/2024 — Bac +5 — Kedge Business School
M.Sc. in International Trade and Logistics Manager Transport, Logistique et Commerce International (MTLCI License)
12/2018 — Bac +3 — Indian Maritime University
B.Sc. Nautical Sciences Parallelly with Deck Cadet training.

Expériences professionnelles

01/2024 - à ce jour — Sales & Export Executive
* 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
* 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
* 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
* 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
* 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 (bilingue), Français (commerciale), Hindi (bilingue)

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

Atouts

MS Office, mobile app

Fiche anonyme — l'identité et les coordonnées du candidat sont communiquées aux recruteurs qui en font la demande sur pmebtp.com.