

Dinesh A

Senior Commercial Executive

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Experienced Professional With seven years of experience working with Exports, warehousing, supply chain, and transportation. Looking for new roles in the organization to implement my cost-cutting, problem-solving and collaborative skills to achieve optimal productivity.

EMPLOYMENT HISTORY

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- | | |
|---------------------|---|
| Mar 2023 - Present | Senior Commercial Executive -> Jesons Industries Ltd, Gummidipoondi <ul style="list-style-type: none">To plan and dispatch as per dispatch schedule plan given by Marketing.Placement of FG Tankers loading as per Tanker planning schedule.Ensure on time vehicle placement for smooth loading and transport.Ensure effective packaging of FG Drums & Carboys at the time of loading.Maintain records for finished goods and also batch wise material dispatch.Generation of IRN , E- Invoices & E way bills of all shipments.Export Marketing team provides export schedules to the factory.Negotiating rates with Forwarders & Clearance agents as per the company Budget.Once material ready to export will place the container for factory stuffing.Coordinating with Transporter for smooth arrival of container to factory.Preparation of export invoice and along with export documents.Once container stuffed make sure container sealed with RFID seal.Update E seals against shipping bill number.Updating FG Tanker LR copy into ERP.Code champion for (RC) Responsible care AuditsTracking OTIF report on daily basis.Plan and effectively utilize the manpower.Maintain Enough housekeeping at dispatch area.Ensure right material is stored at right place |
| Sep 2020 - Mar 2023 | Executive - Logistics & Inventory Control -> Hercules Safety Products Pvt Ltd, Mumbai <ul style="list-style-type: none">Taking care of complete day to day Mumbai Branch Operations.Planning and managing logistics, warehouse, transportation and customer services.Coordinating with Marketing team for daily dispatch schedules.Preparation of E-Invoice & E way bill for outbound movements.Preparation of Export Invoices , documentations & E seal filing.Keep track of quality, quantity, stock levels, delivery times, transport costs and efficiency.Preparing & Sending Daily Orders dispatch details, & Status of the shipment to marketing team.Preparations of appropriate monthly Logistics report to the Management. |
| Jan 2020 - Sep 2020 | Executive - Logistics -> SIEG Tech Products Pvt Ltd, Chennai <ul style="list-style-type: none">Negotiating with vendors to obtain favorable terms, such as price reductions or extended payment terms.Supervise and manage the daily operations.Taking care of daily Billing activities. |

- Scheduled transportation of outgoing goods to meet customer requirements.
- Coordinating with freight forwarders & clearance agents.
- Coordinating with the warehouse team for on-time vehicle placements.
- Negotiating rates with Forwarders and clearance agents as per the company Budget.
- Managing and executing the Shipments as per the Delivery Schedule.

Sep 2018 - Jan 2020

Executive -Sales & Operations -> LP India Logistics Pvt Ltd

- To achieve the Sales target as per the budget set for self
- Ensure to retain the present customers with consistent business
- To identify new leads and potential new market
- Contacting potential clients via email or phone to establish rapport and set up meetings and planning and overseeing new marketing initiatives.
- Closing new business deals by coordinating requirements, developing and negotiating contracts and integrating contract requirements with business operations.
- Follow up with the customers to close the business.
- Sending DSR reports to Customers daily.
- Handling key accounts and following up with existing customers for further shipments.
- Coordinating with CHA & Transporters.

INTERNSHIPS

Jun 2017 - Aug 2017

Student Intern -> All Cargo Logistics (Container Freight Station), Chennai

Trained in all the departments of CFS and prepared a report on outcomes understanding the entire flow of operations which are part of shipments that are transported by sea.

SKILLS

Export Documentation | Warehouse Operations | Inventory Management | Team Handling | Dispatch Planning

Technical Skills

- SAP
- Microsoft Dynamics Nav & ZohoBooks
- Tally Erp9.0
- MS office

EDUCATION

Aug 2016 - May 2018

MBA (PORT & SHIPPING MANAGEMENT) -> Indian Maritime University, Chennai

Aug 2013 - May 2016

B.COM -> Ramakrishna Mission Vivekananda College, Chennai

May 2012 - May 2013

HSC -> Bharadhidasan Matriculation Higher Secondary school, Kanchipuram

Jun 2010 - May 2011

SSLC -> Anderson Higher Secondary School, KANCHIPURAM

LANGUAGES

English | Hindi | Tamil

HOBBIES

Outdoor Games
 Treaking
 Bike Riding