



# Shamfas Abdulla C.H

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Thalassery  
Kerala, India

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## SUMMARY

Disciplined, Highly Organized, Meticulous and goal-oriented. Determined logistics professional with over a year of experience in the Shipping Industry, having in-depth knowledge relating to its background Operations. Strong leadership skills and commitment to improving individual and team performance and building meaningful goals. Ability to work well under pressure.

## STRENGTH & SKILLS

- Quick learner and Self motivated
- Dedicated, Honest and Hard working
- Adapts well to multi-cultural environments
- Excellent verbal and written communication and interpersonal skills
- Strong problem solving and critical thinking skills

## WORK EXPERIENCE

### Vision freight Shipping & Agencies

March 2018 — Present

Muscat, Oman

#### Business Development Executive

#### Duties and Responsibilities :

- Cultivate new sales leads to establish business.
- Provide quotes for current and prospective clients.
- Sell and negotiate Logistics services.
- Develop and maintain strong relationships with current and prospective clients.
- Responsible for securing and maintaining new business.
- Proactively identify problems and implement effective solution.
- Provide follow up customer satisfaction with clients as needed.
- Update and Maintain logistics Management System.
- Work closely with logistics managers to ensure customer freight is being moved efficiently.
- Achieve Individual team and Company goals.

#### Others roles:

- Develop and maintain operational reports
- Maintain a good relation with agents in logistics networks to identify opportunities to reduce costs.
- Process booking and ensure shipments meet schedules.
- Co ordinate with vendors to meet deadlines and track all shipments.

### Nice Cargo Logistics

March 2016 — November 2016

Cochin, India

## **Logistics Executive**

- Consultant for customer's requirements and procedures.
- Assist in all areas of operations as directed by management.
- Independently responsible for client servicing and reporting, Follow-ups/coordination and execution of bookings and orders with clients and counterparts internationally.
- Preparing Quotations, Documentation.
- Developing a successful business relationship with all prospects.

## **INTERNSHIP AND PROJECT**

### **Internship**

#### ■ **Nice Cargo Logistics**

W/Island, Cochin- 682003

email: nicecargologistics@gmail.com

**January 2016- February 2016**

Project

*"A study On Employee Welfare Measures"*

#### ■ **Parisons Roller Flour Mills Pvt. Ltd.**

Regd. Office:6/1183, Cherootty Road , Calicut-673032

email: info@parisons.com www.parisons.com

**February 2015 - March 2015**

## **EDUCATIONAL QUALIFICATION**

### **MBA - Cardiff Metropolitan University, UK**

London School of Commerce

Westminster International College, Malaysia

**2016-2018**

### **IATA Cargo Supply Chain and Transport Mode**

Speedwings Aviation Academy, Calicut- India

**2015-2016**

### **BBA - University of Calicut**

JDT Islam College of Arts and Science , Calicut - India

**2012-2015**

### **Higher Secondary : DHSE**

Madrasathul Mubarak higher Secondary School , kannur - India

**2010-2012**

### **Secondary : SSLC**

Indian Public School ,kannur - India

**2009-2010**

## **CERTIFICATION**

### **ADVANCED MS- EXCEL**

Spectrum Computer Education, Kannur, Kerala

'A' Grade

**2016**

### **IATA Dangerous Goods Regulations Initial Category 6**

Operators and Ground Handling Agents Staff Accepting Dangerous Goods

Speedwings Aviation Academy , Cochin-India

**2016**

## **Tally.ERP 9 release 3.0**

'Excise' & 'Payroll'

JDT Tally Academy - Calicut

with Grade- A

**2015**

### **COMPUTER SKILLS**

- Windows MS office, Internet& Email
- Basic knowledge in PC Maintenance
- Windows XP,7,8,10

### **PERSONAL DETAILS**

- D.O.B:03/07/1994
- Nationality:Indian
- Marital Status:Single
- Passport No:K6246105
- Religion:Islam
- Languages:English,Hindi,Malayalam
- Driving License:India, Oman (GCC recognized)

### **INTERESTS**

- Playing Team Sports ( Cricket,Football) , Badminton
- Solving Puzzles, logic question
- Social Networking
- Movies, Music

### **REFERENCES**

**Excellent references available on request**

I hereby declare that the above particulars are true and correct to the best of my knowledge and belief and I assure that If given opportunity I'll do my work Professionally and with Great responsibility.

Sincerely  
Shamfas Abdulla C H