**CURRICULAM VITAE**

# JAYAPRAKASH.I

**2nd Main, 7th Cross,**

**Udayanagar**

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**CAREER OBJECTIVE :** To Blend theoretical knowledge with practical experience gained over the last 20 years by using the multi talented skills that I have possessed in logistics industry to define, execute and achieve the desired results with optimum efficiency.

# WORK EXPERIENCE

**Working has Branch Manager – KTR Logistics Solution P Ltd – Till Date.**

* **Appointed overseas agents for the company .**
* **Handling independently BLR/Chennai/ Hyderabad & Krishnapatnam branch for import / export freight rates.**
* **Route Development ( Trade Wise ).**
* **Negotiation with Airlines & Shipping lines.**
* **Generating new business.**
* **Overseas Remittances.**
* **Follow-up on critical pods.**
* **Achieving the collection target**.
* **Achieved my monthly targets.**
* **Interacting with CHA for timely clearances.**
* **Visiting clients – Mysore / Hubli / Karwar & Belgaum.**

**Worked in M/s. S-NET Freight as Manager Sales for June 2014 – Nov 2016.**

* **Handled Project shipments of Mysore Paper Mills Ltd – Bhadravati – 6000 tons**
* **Handled Break Bulk shipments of Dai E Papers – Bangalore – 2500 tons**
* **Handled Break Bulk shipments of SSB Papers – Tuticorin – 1000 tons**

**Worked in M/s. Transzone Logistics India P Ltd as Manager Sales from July 1st 2013 to April 2014**

* **Handled Project shipments of Mysore Paper Mills Ltd – Bhadravati – 6000 tons**
* **Handled Break Bulk shipments of Dai E Papers – Bangalore – 2500 tons**
* **Handled Break Bulk shipments of SSB Papers – Tuticorin – 1000 tons**

**Worked in M/s. S.G.S Freight Services P Ltd., as Manager – South from 1st July 2008 to June 2013.**

* **Handled Break Bulk Shipments at Kakinada & Vishakapatanam Port**
* **Handled Project Shipments of Garden City College**
* **Route Development ( Trade Wise )**
* **Appointing Overseas Agents**

Worked in M/s.Jupiter Sea and Air Services P.Ltd as Manager - Sales for 6 years from 01st March 2002 to 30th June 2008.

**Responsibilities Held :**

* Preparing & analyzing monthly business report (P & L)
* Strategizing to make low yield branch profitable
* Weekly review on profitability
* Identify potential market segment, develop action plans and divide them into task and delegate to sales personnel
* Guiding, monitoring and motivating sales and operation executives to contribute optimum level of value addition.
* Recruiting and training the operation personnel
* Interacting with overseas partners
* Overseas Remittances
* Good Rapport with customs officials/Airlines/Shipping Lines & STPI
* Negotiation with Airlines & Shipping lines
* Generating new business
* Servicing the existing client
* Follow-up on critical pods
* Achieving the collection target
* Having thorough knowledge of Operations Air Exports/Air Import/Sea Exports/ Sea Imports/Raising – Duty Drawback/DEEC/DFRC/Advance License/Duty Free Shipments/Bonding/Debonding/STPI Approval/CT3/Division & Central Exercise etc.,

Worked in M/s.Sea Air Logistics as Business Development Manager for 3 years

From 15th December 1999 to 2nd February 2002.

**Responsibilities Held :**

* Preparing & analyzing monthly business report (P & L)
* Strategizing to make low yield branch profitable
* Weekly review on profitability
* Identify potential market segment, develop action plans and divide them into task and delegate to sales personnel
* Guiding, monitoring and motivating sales and operation executives to contribute optimum level of value addition.
* Recruiting and training the operation personnel

Worked in M/s.Sherif & Sons as Assistant Manager for 5years

From 3rd March 1994 to 11th November 1999.

**Responsibilities Held :**

* Export/Import operation Co ordinator
* Interacting with Airlines/Shipping Lines
* Load Planner
* Interaction with major exporters (GE Group & Tyco , Sonal Holdings/ Sonal Garments / Gokuldas Images / Gokuldas Exports ) for their cargo movement
* Sales Co ordination
* Sending Pre alert
* Raising for Cargo Arrival Notice
* Target achievement

**Personal Data :**

**Date of Birth : 27 . 08 . 1975**

**Age : 42 years**

**Qualification : B’Com ( Bangalore University )**

**Father’s Name : Irudhayanathan**

**Mother Tongue : Tamil**

**Languages Known to speak : English, Kannada, Telugu, Tamil, Hindi**

 **Malayalam**

**Computer Knowledge : Basic, D’Base, Word & Excel**

**Typing : Senior Typing**

**Additional Qualification : Dangerous Goods Regulations**

 **Conducted by Air India**

 **: Basic Air Cargo examination**

 **conducted by Lufthansa**

**Hobbies : Travelling & Sports**

**Thanking You,**

**Yours truly,**

**Jayaprakash . I Place : Bangalore / India**

**Date :28.02.2019**