

## **CURRICULUM VITAE**



### **Rohan Adarsh Amos**

#### **Objective**

I'm an motivated and enthusiastic person with more than Eighteen years of experience in freight forwarding field. I who take pride in my work, thrive on challenges, work well under pressure and value teamwork. My professional aim is to work with other passionate people to provide quality services in the transport and logistics field. To work hard and be dedicated for the Final objective and goal of the company which will further enhance my knowledge and skills.

#### **Professional Background**

**2020 August to till date – RDV LOGISTICS LLC Doha Qatar.**  
**Working at the position of COMMERCIAL HEAD**

#### **Duties:**

- Build and manage the International and local sales and marketing.
- Hands on experience in driving logistics operations which encompasses negotiating with various parties for timely delivery of the materials required.
- Skilled in negotiating with overseas agents and with the shipping line
- Developing the Air, Ocean & Road freight sales ensuring increased GP per customer
- Assist in securing new business
- Responsible for selling Freight Forwarding services for Imports and Exports
- Recording sales and order information to assist the business expansion
- Supporting the sales teams to secure new business by sharing market information to drive growth across the different modes of transport
- Responsible for promoting company services in the Freight Forwarding industry
- Visiting clients where required

- Generate action plans to enhance performance
- Work alongside the operations team keeping informed of client plans and challenges being faced
- Organizing marketing plans
- To keep track of business plans for assigned customers, ensuring continuous development and growth.
- To support request for quote (RFQ) or tender responses for assigned customers, in collaboration with relevant team members to increase success rate.
- Building relationships: Work closely with Sales and Operations to understand their problems and expectations, and to identify opportunities and challenges.
- Creating strategies: Work with sales team to create strategies to achieve the targets, and to help them get better results.
- Managing issues: Resolve issues that clients may have with the company, and anticipate any potential problems.
- Working with other departments: Work with all the departments, such as sales, operations, accounts and marketing, to ensure that client needs are met.
- Negotiating: Using negotiation tactics to close deals that benefit both parties.
- Growing revenue: Grow revenue through upselling, cross-selling, expansion, and renewal.
- Managing risk: Managing client risk, such as competitor threats and defection.
- Gathering market intelligence: Gather market intelligence and evaluate emerging trends.
- Providing data and insights: Providing data and insights to help Sales team to achieve the targets.

**2019 April to July 2020 – UNICORN GULF LOGISTICS & SHIPPING WLL Doha Qatar.**  
**Working at the position of SALES MANAGER**

**Duties:**

- Hands on experience in driving logistics operations which encompasses negotiating with various parties for timely delivery of the materials required.
- Skilled in negotiating with overseas agents and with the shipping line
- Provide leadership, manage and expand the company's customer base
- Negotiate rates and build relationships with customer base.
- Account maintenance and communication with overseas offices to ensure international and customer requirements are met.
- To redefine the existing business practices and location to achieve desired growth in sales and operation excellence.
- To provide multi modal freight options in the extremely time sensitive and

challenging environment

- Negotiate third party rates and the contract to maximize service levels and profitability.
- Ensure the international forwarding and domestic brokerage in services are pre-organized and aligned, meeting deadlines across each other.
- Manage 3<sup>rd</sup> party contractors constantly, ensuring service quality compliance and competitive rate and service levels.
- Constant interaction with our global network of agents to secure bookings.
- Building close relationships with the clearing agent / shipping line for updating on rates and services.
- Knowledge of all operational procedures, cargo handling capacity and the ability to determine and advise clients the best option for shipment.
- To maximise profits through direct sales by servicing clients and responding to queries in varied market segments with differentiated products to become the clients preferred service provider.
- Conduct visits to prospective, new & existing clients.
- Individually preparing quotations for Airfreight / Seafreight / Road freight
- Also having indepth knowledge of documentation & operations for Airfreight / Seafreight / Road freight shipments in Qatar customs.
- Well aware of Qatar customs rules and regulations.
- Compile Reports: Visit, Monthly Sales Revenue and Statistics & analysis reports.
- Follow up for the payment collections.

**2018 February to April 2019 – CONSOLE SHIPPING SERVICES WLL Doha Qatar.**  
**Working at the position of SALES & OPERATION MANAGER**

**Duties:**

- Hands on experience in driving logistics operations which encompasses negotiating with various parties for timely delivery of the materials required.
- Skilled in negotiating with overseas agents and with the shipping line
- Provide leadership, manage and expand the company's customer base
- Negotiate rates and build relationships with customer base.
- Account maintenance and communication with overseas offices to ensure international and customer requirements are met.
- To redefine the existing business practices and location to achieve desired growth in sales and operation excellence.
- To provide multi modal freight options in the extremely time sensitive and challenging environment
- Negotiate third party rates and the contract to maximize service levels and profitability.
- Ensure the international forwarding and domestic brokerage in services are pre-organized and aligned, meeting deadlines across each other.

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- Individually preparing quotations for Airfreight / Seafreight / Road freight
- Also having indepth knowledge of documentation & operations for Airfreight / Seafreight / Road freight shipments in Qatar customs.
- Well aware of Qatar customs rules and regulations.
- Compile Reports: Visit, Monthly Sales Revenue and Statistics & analysis reports.
- Follow up for the payment collections.

**2012 April to 2018 January – Globelink Westar Shipping WLL Doha Qatar.**  
**Working at the position of Sr. Sales Executive.**

**Duties:**

- Conduct visits to prospective, new & existing clients.
- Individually preparing quotations for Airfreight / Seafreight / Road freight
- Achieving set targets by the company on monthly basis,.
- Prepare quotes & estimates for new / prospective clients and existing clients on request.
- Follow-up on clients visited.
- Continuously analyse / investigate industry tariffs & other developments in the market.
- Communicate orders to Clearing & Forwarding operations.
- Provide status reports on shipments for selected clients.
- Follow-up on new shipments.
- Conduct client service surveys.
- Follow-up on client queries / problems.
- Compile Reports: Visit, Monthly Sales Revenue and Statistics & analysis reports.
- Update estimate register & maintain client files.
- Prepare Weekly Sales Plan for Sales & Marketing
- Effectively Assist and Accommodate clients with Logistics Solutions.
- Responsible for maintaining a large number of existing company clientele.
- Establishing a new client base and thereafter servicing.
- Cold canvassing and telesales and general market research.
- Ensuring all cargo and transport demands are met.
- Dealing with customers at all levels on a daily basis and maintaining a good relationship.

- Updating existing client rates and client requirement forms.
- Plan and carry out secondary follow up marketing activities (principally calling on and phone calls to existing clients).
- Develop ideas and create offers for marketing to major accounts of their main market sector.
- Respond to and follow up sales enquiries by e-mail, telephone, and personal visits (where necessary).
- Maintain and develop existing and referred new customers through planned individual account support and liaison with internal key account team members.
- Maintain and develop a computerized customer database.
- Developing new agents at overseas and also maintaining the existing agency network.
- Visiting shippers as well as consignees on a regular basis.
- Co-ordinating with Liners and Overseas agents for obtaining the best negotiated rates.
- Knowledge of Warehousing / Handling EPC shipments.
- Calculating for airfreight to prepare the quotations to the customers.
- Also having indepth knowledge of documentation & operation for Airfreight / Seafreight / Road freight shipments in Qatar customs.
- Well aware of Qatar customs rules and regulations.

### **2011 April to 2012 Feb – Al Moavved Agil Freight- Doha Qatar.**

#### **Working at the position of Sr. Sales Executive.**

##### **Duties:**

- Conduct daily visits to prospective, new & existing clients.
- Prepare quotes & estimates for new / prospective clients and existing clients on request.
- Follow-up on clients visited.
- Continuously analyse / investigate industry tariffs & other developments in the market.
- Communicate orders to Clearing & Forwarding operations.
- Provide status reports on shipments for selected clients.
- Follow-up on new shipments.
- Conduct client service surveys.
- Follow-up on client queries / problems.
- Compile Reports: Visit, Monthly Sales Revenue and Statistics & analysis reports.
- Update estimate register & maintain client files.
- Prepare Weekly Sales Plan for Sales & Marketing
- Effectively Assist and Accommodate clients with Logistics Solutions.
- Responsible for maintaining a large number of existing company clientele.
- Establishing a new client base and thereafter servicing.
- Cold canvassing and telesales and general market research.

- Ensuring all cargo and transport demands are met.
- Dealing with customers at all levels on a daily basis and maintaining a good relationship.
- Updating existing client rates and client requirement forms.
- Ensuring that relationships are maintained with all hauliers.
- Plan and carry out secondary follow up marketing activities (principally calling on and phone calls to existing clients).
- Develop ideas and create offers for marketing to major accounts of their main market sector.
- Respond to and follow up sales enquiries by e-mail, telephone, and personal visits (where necessary).
- Maintain and develop existing and referred new customers through planned individual account support and liaison with internal key account team members.
- Maintain and develop a computerised customer database.
- Developing new agents at overseas and also maintaining the existing agency network.
- Visiting shippers as well as consignees on a regular basis.
- Co-ordinating with Liners and Overseas agents for obtaining the best negotiated rates.
- Mainly concentrating in Import & Exports LCL / FCL air and sea freight.
- Core sectors China, India, UAE, Singapore, Thailand, Japan, UK, Europe, USA and rest of the far east sectors.

#### **2008 Oct to 2011 Mar - Autotrans Shipping Co. LLC (Dubai)**

#### **Worked at the position of Sales Executive.**

##### **Duties:**

- Maintaining database of clients and shipment orders
- Handling OPL on behalf of interstate offices
- Scheduling and booking deliveries
- Liaising with transport companies, interstate and international
- Ensuring all freight is cleared
- Monitoring LCLs and FCLs activities
- Invoicing and costing on occasion
- Developing new agents at overseas and also maintaining the existing agency network.
- Visiting clients on a regular basis.
- Co-ordinating with Liners and Overseas agents for obtaining the best negotiated rates.
- Mainly concentrating in Import LCL Consolidation business.

**2006-Sept to Aug 2008 AGS World Transport India Pvt. Ltd.**

**Worked at the position of Sales Executive**

**Duties:**

Daily sales visit to the shippers/ CHA's for export ocean LCL CONSOLIDATION business.  
Handling and Assisting to Clients.  
Coordinating with Customers for Rates/Tariffs/Other Details.  
Regular follow-ups with clients.  
Daily system updation.  
Negotiating rates with the liners.

**Education Background**

Bachelor in commerce

**Computer Skills**

Proficient in MS Office applications including MS Excel, Word, MS-Outlook, Internet tools including Internet Explorer.

**Personal Information**

**Email id:** [rohnhearty@gmail.com](mailto:rohnhearty@gmail.com)

**Date of Birth:** 11th July, 1983

**Nationality:** Indian

**Marital Status:** Married

**Contact number:** 0091 9266216667

**Languages Known:** English, Hindi and Marathi.

**Hobbies:** Playing cricket and football.

**GCC Driving License:** Yes.

I hereby declare that the information provided above is true and correct.