



SHIHABUL HUCK .P

Date of birth: 25/05/1988 | **Nationality:** Indian | **Gender:** Male | **Phone number:**
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ABOUT ME

Business Development Executive

Dynamic Logistics and shipping professional with 8 years of experience adept in all phases of supply chain management. Highly effective at strategically planning and managing logistics, warehouse operations, transportation details, shipping and customer service solutions. Adept in analytical thinking, strategic planning, leadership, and building strong relationships with business partners. The ability to cultivate key relationships and consistently generate new business. Self motivated and driven to help increase the prosperity of a business while working to enhance their reputation.

WORK EXPERIENCE

2017 – 2023 Dubai, United Arab Emirates

BUSINESS DEVELOPMENT EXECUTIVE SKY OCEAN SHIPPING& LOGISTICS L.L.C

- Maintained close communication with clients in order to meet all their logistical needs and keep them fully advised of the progress of their cargo movements.
- Preparation of shipping documentation including Submitting shipping Instructions.
- Verifying Bill of Lading, preparation of HBL and various certificates and letters.
- Confirming the Clearance documents for Origin and Destination.
- Arrange land transportation for FCL/LCL Shipments and follow up with transporter regarding the prompt delivery of cleared shipments.

2015 – 2017 Dubai, United Arab Emirates

SALES AND MARKETING EXECUTIVE ALFA ONE LOGISTICS L.L.C

- Maintaining customers focus on all times and answering to customers esquires using the standard guideline market level.
- Maintained close communication with clients in order to meet all their Logistical needs and keep them fully advised of the progress of their cargo movements. Negotiating & filling Rates with Carriers.
- Working with the sales team to develop targeted sales strategies.
- Answering client queries about product specifications and uses.
- Maintaining client relations.
- Reviewing clients' feedback and implementing necessary changes.

EDUCATION AND TRAINING

2011 Kerala, India

BSC MATHS Marthoma Collage

2008 Kerala, India

HIGHER SECONDARY Board of Higher Secondary Examinations

2004 Kerala, India

HIGH SCHOOL Board of Public Examinations

LANGUAGE SKILLS

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	C1	C1	C2
HINDI	C1	B2	B2	B2	B2
MALAYALAM	C2	C2	C2	C2	C2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **ADDITIONAL INFORMATION**

ADDITIONAL INFORMATION

Key Skills

- Business Development
- Account Management
- Marketing Strategy
- Sales Management
- Business Strategy
- Sales Operations
- Customer Service
- Business-to-Business (B2B)
- Business Planning
- Lead Generation
- Project Management
- Market Research
- Sales Process

Computer Proficiency

- MS Word
- MS Excel
- MS PowerPoint

Passport Details

Passport No : T6747104
Date of issue : 02.06.2019
Date of expiry : 01.06.2029
Place of issue : Dubai
Visa Status : Visiting Visa

Hobbies

- Travelling
- Music
- Sports

Declaration

I hereby declare that all the details mentioned above are in accordance with the truth and fact as per my knowledge and I hold the responsibility for the correctness of the above-mentioned particulars.

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