

ISMAIL SHABANDRI

+971 50 973 4891

mdismailshabandri@gmail.com



LOGISTIC COORDINATOR & PRICING EXECUTIVE With 2 Year of Uae Exp

OBJECTIVE

Enthusiastic & high energy driven, seeking a growth-oriented career as **LOGISTIC COORDINATOR & PRICING EXECUTIVE**, where I can develop strategic pricing models using my expertise to create and implement pricing strategies that enhance revenue growth.

SKILLS

- Operational Movement
- Pricing Strategy
- Decision making ability
- Customer Relationship Management
- Providing Spot quote using mainline software

WORK HISTORY

1. Blueways Sea Shipping as Sales & Pricing Executive (Jan 2023 till Date)

Role & Responsibilities

- Engage in sourcing to find new vendors to improve the cost and shorten lead time
- Negotiate rates with Shipping line, NVOCC and logistics providers to secure the best possible pricing
- Provide competitive quotes to the customers and sales teams.
- Effective negotiation skills to secure favorable rates to win the business
- Preparing shipment related reports and maintaining records
- Capability to address and resolve issues that arise during the logistics process.
- Ability to analyze data and make decisions based on findings.

2. Freight Bridge Logistics, as a Sales & Business Developer (Aug 2019 till Feb 2022)

Role & Responsibilities

- To perform the logistic coordination and sales for the company
- Negotiation of the freight charges from Different shipping with the customers.
- Coordinating with the agents and getting rates confirmed.
- Giving instruction to the warehouse team for stuffing and lashing
- Creating monthly statement of the total number of shipments handled the customs clearing and forwarding department
- updating the monthly statement during the management meeting and giving updates of the new business on behalf of the clearing and forwarding department

➡ EDUCATION

- Post Graduate Diploma in Supply Chain Management from Institute of logistics and aviation management, India (Passing year 2019)
- Bachelor of commerce: Karnataka University Dharward, Indian (Pass out 2019)

LANGUAGES

1. English
2. Hindi

IT COURSE

- Ms Word, Advance Excel, Ms power point,
- Shipping line software's

OTHER INFORMATION

- Date of Birth: 20th April 1997, male
- Nationality: Indian
- Visa status: Employment Visa (joining Immediately)
- Marital Status: Single
- Availability: In Dubai (Preferred to work in Dubai)