

Meghana Sunil — Associate - Customs Department — Business Development Executive

Wayanad, Kerala, India – 673581

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Professional Summary

Dynamic professional with experience in customs operations and business development. Expertise in import/export clearance, customer service, and strategic growth initiatives. With a BBA in Aviation and Logistics, I excel at streamlining operational processes, fostering client relationships, and optimizing supply chain workflows to achieve organizational goals.

Work Experience

DHL Global Forwarding, Freight

Chennai, Tamil Nadu

Associate - Customs Clearance Department For Middle east

Dec 2023 – Present

- Oversaw shipment creation using Cargowise software and managed booking requests to major shipping lines such as Maersk and Hapag Lloyd.
- Ensured compliance with international trade regulations for the issuance of HBL and MBL.
- Updated critical logistics metrics such as VGM and ETA for streamlined operations.
- Collaborated cross-functionally to guarantee seamless supply chain workflows.

Oromah International

Kerala, India

Business Development Executive

May 2022 – Nov 2022

- Spearheaded client acquisition strategies, resulting in a 15% increase in the client base within six months.
- Conducted market research and competitor analysis to identify growth opportunities in the logistics and trading sectors.
- Negotiated contracts and partnerships, enhancing organizational revenue streams.
- Delivered presentations and proposals to clients, showcasing customized logistics solutions.
- Coordinated with operational teams to implement client-specific solutions, ensuring customer satisfaction and retention.

Global Airport & Ground Services Pvt Ltd

Cochin International Air-Cargo Complex

Logistics Management Intern

Sep 2022

- Managed the storage and transportation of perishable goods, ensuring compliance with industry standards.
- Gained practical insights into logistics operations through team collaboration for timely cargo delivery.

Education

Yenepoya Institute of Arts, Science, Management & Commerce

Mangalore, Karnataka

Bachelor of Business Administration in Aviation and Logistics

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- Focus: Aviation Operations, Supply Chain Logistics, Global Trade
- Developed expertise in logistics frameworks, aviation processes, and international trade dynamics.

Skills

Core Competencies: Logistics Management & Optimization, Business Development Strategies, Cross-functional Team Leadership, Strategic Decision-Making, Customer Relationship Management

Technical Skills: Regulatory Compliance, Analytical Proficiency, Supply Chain Optimization, Documentation & Recordkeeping, Risk Assessment, Problem-Solving

Soft Skills: Communication, Time Management, Interpersonal Skills, Adaptability, Collaboration

Languages

English: Full Professional Proficiency

Tamil: Professional Working Proficiency

Malayalam: Native Proficiency

Hindi: Professional Working Proficiency

Kannada: Elementary Proficiency

Declaration

I, Meghana Sunil, affirm that the information provided above is accurate to the best of my knowledge. I am committed to upholding professionalism and integrity throughout my career.