**MOHIT KAPOOR**

**Mobile:7348146679 E-mail: Kapoors.Mohit@Gmail.com**

**CAREER OBJECTIVE:**

**Looking forward assignments in SALES Managerial position.**

**PERSONNAL SUMMARY:**

An Educated from **University Of Petroleum And Energy Studies** (Dehradun),with more **Nine years** sales Experience ,informed and competent **Port and Shipping Management** with long track record of Business Development ,for General commodities handled like Organic Food ,Machinery ,Leather & Temperature controlled cargo .Projects cargoes movement to ,dealt in Hydro Projects Enquiry and Involved in TPSE Route survey for 9.3 MW and 30 MW. Handled many Enquiry of ODC moves **.**

**CAREER HISTORY:**

* 10th January 2022–Present (Wen Parker Logistics )Asst Manager Sales

( Gurgaon )

* Working for USA Trade lane ,East and West Coast .
* Leads of agent and shipper of Delhi Ncr for US Tradelane and various other sector.
* Convincing client to load on feeder operator like TS LINE ND SAMSARA for US SECTOR than MLOS loading .
* Focus on Brand Recal by rendering service and follow ups.
* More customer centric approach, and focus on generating more ROI by seeing supply and demand Gap.
* Fcl to lcl conversion due to high surging rates and space issues.
* 10 June 2021 – November 2021 Transworld Logistics Pvt Ltd.(Assistant Manager )

( Delhi)

* Generating leads for US TRADELANE ,contractual rates on Happag llyod ,Evergreen & MSC
* Contribution for Fcl Europe and Far East cash clients .
* Fcl to Lcl conversion due to high surging rates for US Sector .

1st Oct (2019- 7th January 2021) Super Freight Pvt Ltd. (Assistant Manager Projects)

(Delhi)

1st Oct (2019- 7th August 2020) Super Freight Pvt Ltd. (Assistant Manager Projects)

(Delhi)

**DUTIES:**.

* Projects related Enquiry for ODC movement includes pick up till site .
* Handled many Enquiries of Lcl and Air movements Ex - Del.
* Flat Racks and RO –RO enquiry on BAHRI vessel for **Escorts Agri Machinery .**
* Involve in Two route survey of TPSC for Nepal Traffic,( 9.3 MW and 30 MW.)
* Power point presentation to corporate client regarding total logistics movement arranging w/house space ,Trailers moves ,Survey report ,bottlenecks ,remarks recommendation and findings .
* Focus on creating brand image by recall through services and findings.

10 April 2018 – 2nd May 2019 GULF WAREHOUSING COMPANY (Business Development Officer) (DOHA.)

**DUTIES:**

* Worked mainly for Germany and Italy Trade lane Air and Sea Biz.
* Generate clients like Emerson Process Management Qatar .
* Handled multiple Docx, for Emerson on CPT Bases.
* Worked on IT enabled software SALES FORCE.COM for greater efficiency and transparency.
* Worked on SAP model & CRM Management.
* Source Business for 3rd party logistics i.e warehousing activities ,specialized in cold chain logistics .

14 Dec 2016 – 14 March . 2018 GOLDEN BRIDGE SHIPPING LLC (Sales Officer ) (DUBAI)

GOLDEN BRIDGE SHIPPING LLC DUBAI

**DUTIES:**

* Selling total logistics solutions includes transportation all emirates to and fro.
* Buildings revenue approx. AED 50000 p/m includes GCC & Inter Emirates.
* Built up the strong rapport with client and generate the trust for future retention.
* Always focus on service and provide the maximum updates for brand recall.
* Maintaining cordial relation with clients to get the maximum productivity.

**Project handled** : Handled boat shpt/ on FR40 10 units on Maersk slot from Dxb to Melbourne includes total logistics Door to Door (personnel effects goods )

Port Pairs handled for Mombasa and Daresalem 20 and 40 GP respectively ,40 Teus

commodity :Scrap slot on Safmarine.

1st Jan 2014 -17 Sept . 2016 in Gati Ltd. (Kanpur Zone ) Asst.Manager Sales (INLT DIV .)

T**EAM HANDLING :**

* **Handled a team of six peoples involves in sales ,documentation & ops..**
* **Take sales meeting so as the targets been meet out regular bases.**
* **Always focus on service and keep updating the client for service updates for future retention.**
* **Keep motivating the team with regular sales lead and follow up.**
* **3 rd party logistics and warehousing activity for client satisfaction .**
* **Joint sales call for any issues in service and rates negotiation.**

**Commodity handled for Export** :Leather stuffs ,Shoe Upeer Lower , belts & Leather Garments.

Organic shpt for Denver and oakland 40 HQ \* 10 Dock stuffing Ex lko.

RFQ submission to key a/c customers SUPER TANNERY & MIRZA TANNERS for EU PORTS Ex Nhava Sheva & Mundra .

**Key Deliverables:**

**SALES**: Taking care of sales focus on achieving predefined sales target and growth across Region.

**MARKETING**: Analysing latest marketing trends and tracking competitor’s activities so as to provide valuable inputs for tuning sales & MARKETING STRATIGIES.

**OPERATION**: Talking care of total logistics solution of clients from factory stuffing area till S/LINE handover.

**RELEATIONSHIP MANAGEMNT**: Managing customer centric operation and ensuring customer satisfaction by achieving delivery timelines and service quality norms.

**(26 Sept 2009 -01 Dec 13) Worked in Emu Lines Pvt Ltd Exports Sr. Executive Mkt. ( Mumbai )**

***DUTIES :***

* Focus mainly on EU BASE PORTS and generating maximum revenue by making pure box.
* Making console boxes for odd ports to have a niche in Market.

**Key Derivatives:**

* Making consoles of Base and odd ports to retain the maximum clients.
* MCC connectivity from all hinterlands.
* Excellent turnaround of cargo carting to CFS till SOB.
* Automatic mail updation to client of cargo reached till destination .
* Regular software updates .
* Keep posting the client about logistic flow to ensure for maximum productivity.
* Minimum input for maximum output .
* Maintain the synergy among employees for better growth.

**INTERNSHIP**



**Project Title:** Comparative Study of Terminal Handling Charges Attributable to Vessel Agent of MbPT to that of GTI and NSICT of JNPT.

**Organization:** Mumbai Port Trust (Ballard State)

**Department Visited:** Container Freight Station

**Duration:** 2 Months (1st June to 31st July)

**Details:**

* The following recommendations/ suggestions were given to Mumbai Port
  + Stevedores and labourers should be in private hands to decrease handling charges.
  + MbPT coming up with offshore container terminal; it would be more beneficial that instead of using MbPT CFS they go for private CFS.
  + Survey and documentation charges in MbPT have many sub division and hidden charges so it would be desirable to bring about transparency in these charges.

**INDUSTRIAL EXPOSURE**



* Visited various industries like:
  + Forbes Patvolk CFS of JNPT
  + Vizaj Port Bulk Carrier Section
  + Mumbai Port
  + JNPT Container Terminal
  + GTI terminal of JNPT

**BEYOND CURRICULLUM**



* Presented a Seminar on:
  + **10th Five Year Plan - Sea Transport** on Port and Shipping Day organized by University of Petroleum and Energy Studies, Dehradun (May 3rd 2008).
  + Impact on Baltic Dry Freight Index after global slowdown.
  + Export of coal from major ports of India.

**EDUCATIONAL SUMMARY**



2001 St. Aloysius Sr. Secondary School ICSE 64%

2003 St. Aloysius Sr. Secondary School ISE 67%

2003-06 B.COM DAV COLLLEGE 55%

2007-2009 UPES (Dehradun ) Shipping & International Business CGPA 3/4

**PERSONAL DOSSIER**



Date of Birth: 24th June 1985

Languages: English & Hindi

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Permanent Address : Arampali Sapphire Sector 45 Tower H 14th floor flat No:1403 Noida .