

**Jitendra Yadav**

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**Career Objective**

- ☐ Seeking a position with an organization where my skills in shipping, administration, and sales can be translated into improved growth and profitability
- ☐ **Management**
- ☐ To obtain a Management position with a dynamic corporation where I can enhance my knowledge and skills to develop, motivate, lead and encourage employee productivity.

**Education**

| Qualification                 | Institute/<br>College Name                  | Board/<br>University                    | Year          |
|-------------------------------|---|---|---------------|
| PGP-GBM                       | Xcellon School of<br>Business,<br>Ahmedabad | -                                       | 2013-<br>2015 |
| MBA<br>(Distance<br>Learning) | -   | Bharathiar<br>University,<br>Coimbatore | 2013-<br>2015 |
| Graduation<br>Degree B.Com    | Tolani Institute of<br>commerce college     | Kutch University                        | 2010-<br>2013 |

## Industry Experience

### GOODRICH MARITIME P.LTD

- Working as csr & back end sales in Bulk Liquid Divison in Goodrich Maritime Pvt Ltd
- Worked as Customer Service Exports in MSC agency India
- Worked as sales in Sriram Sealinks

#### **Brief Description:**

#### **M/S. GOODRICH MARITIME PVT LTD**

#### **Working in Goodrich Maritime for 1 year 8 months (2017)**

- Currently Handling Sales and CSR related queries
- DG approval to be obtain locally & from transhipment port
- Send load list & final DG copies to carrier
- Handling HAZ cargoes of SOC Tanks
- Handling Transhipment ports for getting approval from destination for HAZ related cargoes
- Handling TDR & Manifest with MLO'S
- Filing sea freight and Haz approval with all Mlo's
- Handling Import Total Logistics
- Have handled indepently Documentation Work

#### **M/S. MSC (AGENCY) India pvt ltd**

- Worked in MSC agency for 1 year 4 months (Feb 2016 )
- Handling queries of booking desk lead to re-validate and pitch documents of collection'
- Worked as manifestation department
- Handling port to port wise shipments
- Arranging 1<sup>st</sup> check copy to client
- Handling export client one to one by providing complete solutions
- Handled as team lead in Booking department
- Through knowledge of vessels, services, routing and solving all queries

#### **SRIRAM SEALINKS ( April 2015 to January 2016)**

- Handled export client
- Generating sales leads
- Providing export solutions to shipper
- To generate new business
- Handled existing customers and retain them for future business

## Academic Awards & Achievements

- ❑ Achieved 2<sup>nd</sup> good score in Marketing in college
- ❑ 2<sup>nd</sup> in project of Organization of Commerce at college level
- ❑ Production & Operations Management: Study on the Operations of Manufacturing & Service Enterprise and understand how company operates and apply theoretical aspects of operational management.
- ❑ Entrepreneurship: Interviewed Eminent Entrepreneurs to learn from the lives of Entrepreneurs, the Challenges faced and decisions made by them.

## Abilities

- ❑ Stupendous communication and presentation
- ❑ Confident and poised in interactions with individuals of all levels
- ❑ Ability to work independently as well as actively foster a team environment
- ❑ Adaptable and Flexible
- ❑ Team player

## Extra Curricular Activities

- ❑ Actively participated and won in Sports Activities (cricket) Cultural Activities (skit on social problem) Zonal level
- ❑ Participated and performed tasks for Help Age, India.
- ❑ National social scheme (NSS)

## Personal Information

- Date of Birth: 1<sup>ST</sup> June 1992
  - Father's Name: Avadesh yadav
  - Gender: Male
  - Marital Status: Unmarried
  - Nationality: Indian
  - Languages known: English, Hindi, Gujarati, Kutchi
  - Permanent Address: D-52, Gopalpuri Gandhidham, Kutch India
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