

Adil Aslam Shaikh

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PROFILE

Dedicated Ship Broker with experience in achieving tangible results and cross-team collaboration. Proactive and excited to partner with like-minded individuals to achieve goals.

EDUCATION

March 2021 DIPLOMA, NAROTTAM MORARJEE INSTITUTE OF SHIPPING, MUMBAI (INDIA)

Post Graduate Diploma In Shipping Management & Logistics

Specialized in Shipping Practice, Maritime Law, Chartering & Abbreviations, Shipping Finance, Current Shipping Environment, Logistics.

August 2021 MASTERS, MUMBAI UNIVERSITY, MUMBAI (INDIA)

Masters in Commerce (Mcom)

Specialized in Marketing & International Marketing, Entrepreneurship.

April 2019 DEGREE, RIZVI COLLEGE, MUMBAI (INDIA)

Bachelor in Management Studies (BMS) Specialized in Marketing.

February 2016 HIGHER SECONDARY CERTIFICATE (HSC), RIZVI COLLEGE, MUMBAI (INDIA)

March 2014 SECONDARY SCHOOL CERTIFICATE (SSC), ST. THERESA'S HIGH SCHOOL, MUMBAI (INDIA)

WORK EXPERIENCE

July 2023 – Till date: **Dry Bulk Shipbroker & Commercial Operations (Reshamwala Shipbrokers)**

- Managed and executed shipping operations for a diverse range of cargoes and tonnages, including:
 - Tonnages Handled: 45,000 DWT Handymax, 57,000 DWT Supramax, 82,000 DWT Kamsarmax.
 - Cargoes Handled: Coal in bulk, aggregates, limestone, gypsum, and more.
- Successfully conducted back-to-back voyage cargoes for SAIL, managing tenders from the USEC to ECI.
- Developed key relationships with limestone, aggregates, gypsum miners, and traders in Oman, including Gabbro miners.
- Demonstrated expertise in handling tonnages and cargoes across the PG-SE Asia range, optimizing logistics and operations.
- Evaluated time charter trip rates by obtaining freight quotes from voyage charterers and identifying suitably rated ships for various voyages.
- Estimated total voyage costs by analyzing market and bunker prices, and maintained up-to-date information on PDA costs with agents to ensure accurate budgeting and financial planning.

October 2022 – July 2023: **Dry Bulk Shipbroker, Arya Corp Pvt Ltd, Mumbai (INDIA)**

- Managed daily communications with Indian-owned shipowners to secure and finalize fixtures.
- Collected and analyzed vessel availability updates from head owners and compared offers to negotiate better terms.
- Facilitated the fulfillment of requirements for both owners and charterers/operators, ensuring market alignment and successful fixture conclusion.
- Utilized AIS software (Signal Ocean) to track fleet movements and identify suitable cargoes before market circulation.
- Handled various vessel types, including SMX, UMX, PMX, and Handy vessels, with a focus on specific cargoes such as gypsum, coal, limestone, urea, and iron ore.
- Maintained an updated cargo list to meet owners' demands, primarily in the PG/WCI range, Indian Coastal, or S.Africa ports (Nacala/Mozambique/RBCT).
- Coordinated with team members to match charterers' vessel needs with available head owner vessels.
- Prepared and maintained market fixture reports in collaboration with other brokers, charterers, and owners.

February 2021 – October 2022: **Ship Broker, Jesai Shipping Lines, MUMBAI (INDIA)**

- Acted as an intermediary between shipowners and charterers, facilitating effective communication and negotiations to secure fixture agreements.
- Prepared detailed lay-time calculations, voyage estimations, and financial documentation, including freight and detention invoices, to ensure accurate billing and fair compensation.
- Conducted demurrage calculations to address delays and manage related costs.
- Coordinated with the chief officer to oversee and manage daily vessel activities, ensuring smooth operations and adherence to schedules.
- Contacted port agents to provide PDA details for arriving vessels, coordinating efficient and seamless services to optimize operations for both shippers and receivers.

AREA OF EXPERTISE & ACCOUNTS HANDLED

- **Coal Shipments Management:** Successfully managed and executed shipments of coal from Kalimantan and Meulaboh to India, ensuring timely redelivery and adherence to client requirements.
- **Cargo Expertise:** Demonstrated expertise in handling Indo-India coal and PG-India gypsum cargoes, with in-depth knowledge of cargo characteristics, regulations, and logistics.
- **Client Relationships:** Established and maintained direct relationships with prominent charterers such as Minerals Development Oman, Hamdan Mining Oman, Al Jood Resources, Kanuooz Gabbro & Gypsum, and OPG Power.
- **Charterer Collaboration:** Collaborated directly with charterers including KIOCL, SAIL, Rashtriya Chemicals and Fertilizers, NMDC, and other notable entities. Actively participated in tenders and negotiations under the guidance of superiors.

THANKS & REGARDS

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