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Technical Skills

- Power BI, Tableau (Data visualization Tools)
- Talend ETL (Data Integrator)
- RPA Ui Path (Data Scraping, Re-Frame works, Email & Excel Automation)
- AWS (IAM, Data pipelining, Ec2 Virtual machine, S3 bucket)
- Data base scripting (MySQL, mongo DB) and java 8 (Backend Development)
- Ms office (Excel (Pivot and power pivot tables, Data Cleansing, Macro's), Power pages All basic tools of Microsoft)
- Red hat's (Server Operations)
- Api's Development and Integration (using Spring Boot Frame work)

Managerial Skills

- Strong Determination
- High focus & commitment

Extra-Curricular

- Organizer of Operations and Resource management at AARUUSH (2021) (Event management, Permissions and Backups, Resource Inventory Control, Event Production, Event logistics...Etc.)
- Committee Member of Millan Operation at Directorate of Student Affairs (SRM)
- Sports Coordinator for SRM NSS
- Volunteer at SRM Bhumi (NGO)

Dantala Prudhvi Raj

Ship Broker & at Hopp Shipping (CPP, DPP, EDIBLE, CHEM's)

MBA (Port and Shipping Management)

Career Objective

Looking forward to pursuing a very challenging career and contributing my very best to the organization I work for which would bring about alignment of personal as well as organization goals.

Academic Qualifications

Indian Maritime University, Chennai

MBA Port and Shipping Management - 2022-24
79%

SRM Institute of Science and Technology (Chennai)

B-tech (Electronics and Communication Engineering) (2017-21)
80.15%

12th - Matrix IIT Academy (Jupiter Collage) (AP)

Board Of Intermediary Education: MPC (2012-14)
92%

SSC / 10th - Indian Spring High School (Guntur, AP)

Board of Secondary Education (2015)
87%

Languages Known

Telugu, English, Hindi, Tamil.

Personal Information

Date of Birth: 26 January 2000

Father Name: Dantala Nageswara Rao

Mother Name: Dantala Sunitha

Hobbies: Data Collector, Foody

Marital Status: Single

Gender: Male

Nationality: Indian

Achievements

- All Extra Curricular Activates are my Achievements (starting from Volunteer – Committee Member – Committee Head – Organizer) in both Student Run Fest (AARUUSH) and Collage Run Fest (MILAN).

Industrial Experience

Ship Broker at Hopp Worldwide Pvt Ltd (Hopp Shipping)

Role: Post Fixture Operations &

Ship Broker (CPP, DPP, Bitumen, Edible oil, Chemicals) (present)

Duration: From June 2024 – present (7 months)

Action of Work:

I was a part of **Operations desk** dealing with post fixture operations starting from

1. Obtaining the Clean recap from Pre-fixture team & Update the Daily Work Sheet
2. Sent Operation introduction with the Deputed persons Info
3. Obtain All DG & Freight Processing Docs From The owners (include certificates like NoPe, Form 10F.....Etc) and Pass to charters
3. Draft the Charter Party Agreements in ref to clean recap, And the logical amendment in line to Main terms in the standard IOCL, BPCL, HPCL, MRPL Rider Clauses
4. Act as Bridge between Owners & Charterers along with coordinating with Agents at LOP & Disport (By Obtain & passing all Docs and Info (Starting from ETA's, Voyage Orders, Stowage Plans, load & Disport Docs, LOI, BL, Freight Invoices, SOF's....etc) and pass the LOP's In case of cargo Discrepancy (Due to free water presence)
5. Do Laytime & Demurrage calculations as per the SOF & CP (Considering main Terms & Riders Clauses) if Any dispute occurs resolved issues Via Clear guiding provided to owners & Charterers in interpreting the Rules (no Dispatch is Involved as I am Completely into liquid & Gas Shipments (Crude, CPP...Etc) .
6. Doing Follow ups & Coordinate for Claims, Freight processing's, Brokerage receivables
(Complete VLCC Fixture Post Fixture Operation is Handled During 1 months & 1 SR tanker (CPP) Operation which is on TC.

And parallelly be a part of **Clean & DPP Desk as Ship Broker**

As on Commercial Desk Involved in Clean petroleum (Gasoline, Gasoil, NAP, HSD, Lobs....etc) in DPP (Crude (small Parcels) VLSFO , Reformate , MGO..) pre-fixtures For IOCL, BPCL, HPCL

In private involved In Bitumen, Edible Oil , Chemicals (Base Oil, Sulphuric Acid) Shipments with new Client Base and brought revenue of 46,000 USD till date via SR Tanker TC for 12+12 Months and (1 Edible , 2 DPP (1 Bitumen & CBFO) Shipments) mainly focus on S.F. East

- 1.Prepared Daily market Fixture Reports (Done Globally) & circulate to FCC & Owners.
2. Prepare Ship position List (CPP, DPP, Edible, Bitumen, Chemicals) and keep posted to the Existing & New Charterers along with owners (with the present freight & Hire indication base on the Client request in ref to present market Conditions (like Tonnage Availability, cargo Stem , Baltic Indices(ref to World Scale Flat rates) & the Last Done Levels) and also provide the updates on the Competition during Counter & negotiations .
3. Assist the Senior Broker in term of TC & Sport Shipments Fix's (Find the owners for the existing req and sent Fully stile Req & get their Hire Ideas & get the Charterers & owners On single table for The Negotiations (Involved in Counter (on freight/Hire & Demurrage/Off hire periods) & terms negotiations)
4. Maintain the Cargo tenders & Fixtures Trends and advise the owners & Charterers according.
- 5.. Assist the Operation Desk During the Post Fixtures time in case of Disputes

SE (Back End Developer) at HCL Technology's, Hyderabad

Role: Operations Analyst (For Account opening system project as Backend developer)

DBS Business line (Apps &SI Del FS-APAC-ASEAN-DBS).

Duration: 11 months 23 Days

Action of Work: Developed a Down Stream Api's (RISK Rating) which can Analyze the Risk and provide the rating based and various factors & integrated the Rule Engine API with the AOS main stream Frame Work (Related to Account Holder Risk Assessment of DBS Bank (Development Bank of Singapore) (All India Branch) and red hat robust Server Administration, Database administration Key member, and also be a Day to day Prod Deployment and through Follow up with Testers and Also be a Scrum master (and obtain the Inputs and follow & Implement Agile methodology and as a Operational Analyst for DBS projects make sure the Flow is correct by adopting Agile and Provide the backup Bases for Mitigation of the Breach/ scrapping Data.

Internship

Deendayal Port Authority, Kandla (Gujrat)

Department: *Traffic Department*

Duration: 45 days (June 12 – July 28)

Work/ Training: During the Whole internship in the Department of Traffic Management had gone through the following Activities

1. KICT Terminal traffic management

Gone through the Detail view of the following thing

- a. Doc Section (Pre-arrival Documentation work) using MATCH tech
- b. Custom operation (Like View of Floating Doc Section, Dock Examination section, Doc prevention, R & I ...Etc.).
- c. Container terminal gate Complex operation (using gate Client of Dynaya Port)
- d. Obtain an Over View of yard planning & vessel planning (using Dynaya yard & vessel planner (It was having various filters like POD, Weight, height, categories. for yard Planning & based on Stowage particulars vessel planning was done).
- e. Over view of RDT (used By Checker at the wharf) & VMI's (IN RTG's, Reach stacker ...Etc.)

Go through the Segments in the Deendayal port traffic Department

1. Rented Plot section (Open plot and Close port (Warehouses & godowns) and its billing
 2. Railway Section (Gone through the Overview of charge collection from train operators and charges related to value-added services like weighting rake)
 3. Safety Section (familiarized with the Safety Checklist (with respective different Cargo like Hazard Checklist)
 4. Gone through the transit Shed operation (Ship card preparation, voucher Preparation, Doc verification (like BOE, Shipping bill or LEO...Etc.), tally with reference of IGM...Etc.
 5. CDC (Central doc section)
 - a. HMC Billing Work (both DPA Owned & Private Owned billing)
 - b. Export transit operation (including billing Demurrage Collection, voucher generation, and payment tallies and Royalty Collections)
 - c. Berthing Doc Preparation (Based On ETA, Readiness, priority Declaration)
- Got a detailed view of the beating Policy and a small over view of the Scale of rates of Kandala (Attended the berth meeting and got an overview of how agents interact with each other and how the berth allotment is Done base on priorities like GOV, and Coastal Cargo. ETC)

Internship Report:

<https://drive.google.com/file/d/1VBbeGTspms76h6BbrD3ckLbBfUJYXwYh/view?usp=sharing>

Shipping Knowledge

- Good knowledge on Chartering (Time Chartering (TC), Voyage, bareboat, COA, hybrid) in (Tanker & Dry Bulk) mainly focus on
- Good Views on standard Charterparty Agreements & their Default Clause (Both to Blame, General Average, Strike Clause, ICE Clause...etc.) (of BIMCO(GENCON), ASBATANK VOY.....etc.
- Having a Good Handson on laytime (reversible & Irreversible) (in accordance with the statements of Facts) and determine Demurrage or Despatch,
- Having a Handson Voyage Estimation (manual calculations & via Net pass) Based on Fixed & Variables Cost (Considering FOB, Streaming Mode, laden & Ballast Conditions).
- Brief view on BALTIC Indices (Dry (Bulk carriers (BCI, BPI, BSI, BHSI), Wet (Tanker) (BDTI, BCTI (and Their traditional Trade Routes)), Gas (LNG, BLPG Trade Indices & Its Movements) and how these Indices are triggering the Freight rates.
- Having Good Overview of Post Fixture (by Following Up Charterparty Terms via correct Interpretation (and having the proper Documentations flow (Includes NOR Tendering, SOF (Statement of facts (Letter of Indemnity, LOP (Letter of Protest), Certifications, BL's), Good Views on Claims (to be Charged & to be Recoverable in accordance with time Bar) claims like Interim Port claims, Disbursement claims, Deviations claims'.....etc. and cross verify the PDA's.
- Having a basic knowledge of Container Business (Liner service, feeder Services (via Satellite Ports), Yard Operations & documents Involved in it (Different bill of ladens (Received for shipment BL, Shipped BL's, Through Bill Of laden, Direct, service, switch bill of ladens ...) ...Etc.)
- Basic Knowledge of Energy Trade Dynamics (Different bench marking of Crude Oils (knowledge on the Origins of grade Ex: Bonny Light crude from Nigeria) and an overview of grade mixes like Indian basket (combination of Sour Crude of Oman & sweet Brent crude) , Crude Inventories on shore/on tankers (having an overview on High Sea sales (and their Movements), Have a Basic knowledge on coal trade (and its Types starting from Peat, Sub-bituminous, Bituminous , Anthracite) their trade movement over view and also have a brief overview on LNG, Syngas trade flow movements and the string connected in the Movement of these commodities)
- Basic Knowledge of Standard Import & Export Document Procedures (includes HS Codes understandings, Inco-terms Over view, Basic knowledge on payments flows (LC)).
- Having a Good Analytical View on the Ocean Trade by relating the Global Trigger points which can influence the Cost and time of the sea born trade, and capable of connecting the string that are triggered in theoretical & numerical ways

Final Year Project

Project Report: Dynamics of Energy sector in Africa & the Dominant players in it.

<https://drive.google.com/file/d/1EMbX1ZX19DhpXMXDfqKwg0Up3-bZvUBS/view?usp=sharing>

For More Detail Analysis of my personal Skill Refer to the LinkedIn profile mentioned Above.