



RESUME

KAMIL HASSAN | Mobile: +971 567837427
| Email: kamilhassan1629@gmail.com
| DUBAI, UAE

Summary:

A highly motivated self-starter with more than 4 years' experience in Dry bulk chartering, integrated projects cargo, Logistics, Pricing, Operations, and Freight Forwarding who works independently and as a Team player. Excellent administrative experience and highly organized to keep multiple fixtures straight and on time. Good experience with Dry & Project Vessel Operation and Commercial skills.

Experience:

07/2022 – Present **TRINITY SHIPBROKERS** – Dubai

Chartering Executive Dry & Project broking

- Responsible for managing and developing client base within the Dry Bulk chartering sector across Shipowners/Charterers, Trading Houses Producers and Commodity Logistics/Supply Chain corporates.
- Identify new market opportunities within the dry bulk/dry cargo and dry charter sector maintaining a handle on industry news and market analysis to execute global business development strategies.
- Key understanding of Charter party agreements and documentations with the ability to review and negotiate terms of business with customers.
- Perform market analysis and provide market insight and trade ideas to clients.
- Capable of operating 08 - 13 vessels independently including a full remit of the end-to-end voyage
- Coordinating with Owners / Disponent Owners, Surveyor, Agent to prepare the cargo holds fit for loading clean cargoes and pass the cargo hold inspection on arrival.
- Coordinating with overseas agents for smooth loading & discharging operations.
- Experience of operating vessels carrying cargoes such as Fertilizers, Iron ore, Bagged Agri, Limestone, Logs, Gypsum, Minerals, sugar, Salt, Steel coil, Steel billets, Urea, Barites, Rock phosphate, Pet coke, Coal & project cargoes etc.
- Handle Bill of Lading, i.e., issuance and collection of B/L, to obtain LOI from owner / charterer through commercial channels and instruct cargo release order for concerned parties in accordance with Charter Party provisions.
- Preparing draft LOI on behalf of charterers if needed and finalizing laytime calculation in between owners and charterers.
- Handle and follow up Claims matters with Owners and Charterers. Respond to vessel issues, cooperating with concerned parties until resolution.
- Following Hire Statement, Freight statement, and laytime calculation Bends and ensure timely receipts of freight, charter hire, demurrage, and other outstanding debts.
- Preparing Charter party as per the Fixture note & handling all operations and Documentation. (BL, Manifest, SOF, DO, MR) & Preparing Lay-time Calculations and Invoices
- Maintain an up-to-date knowledge of the Dry Cargo market space.

08/2021 – 07/2022 **FLEX** – Chennai

Shipping Executive

- Coordinated with carriers, vendors, customers, and internal departments to ensure timely delivery of goods.

- Analyzed customer demand patterns to determine optimal storage locations for finished goods inventories.
- Developed and implemented cost-effective shipping strategies to reduce freight costs.
- Utilized various software applications to generate reports related to shipment status, order processing, and inventory control.
- Created and maintained detailed records of all shipments, including tracking numbers and delivery dates.

06/2019 – 08/2021 **MSC - MEDITERRANEAN SHIPPING COMPANY** – Chennai
Shipping Executive

- Finding a suitable vessel for the voyage includes calculation of cargo and handling costs. Prepare Documents as per vessel/voyage with a high focus on quality and accuracy of documents issued.
- Prepare express/telex release as per customer request with respective POD country regulation.
- Keep tracking of queries raised by users to region office and work on the resolved queries within that TAT basis.
- Deliver a positive customer experience for all customers and ensure a smooth execution of the end-to-end shipment lifecycle by working closely with internal teams. Created SOP as per Agency guidelines.
- Compile/report agreed weekly/monthly performance metrics and highlights issues on an ongoing basis.

Internship: _____

05/2017 **CHENNAI PORT TRUST** – Chennai
 Traffic & Operation.

05/2018 **V.O.C PORT TRUST** – Tuticorin
 Sea documentation, CFS, Traffic & operation.

05/2019 **SEAPOL** – Chennai
 Purchase Executive and Documentation

Education: _____

2019 **AMET (Academy of Maritime Education and Training) University** – Chennai, INDIA.
 Bachelor of Business Administration (SHIPPING)

2019 **JENEFA BUSINESS SCHOOL (STED COUNCIL)** - Tuticorin, INDIA.

- Warehouse management
- EXIM management
- Air cargo management

Skill Set: _____

- Familiarity with international trade regulations.
- Accurate typing skills and/or data entry skills.
- Effective communication skills (both verbal and written).
- Ability to interact with people at all levels.
- Experience of Handymax, Supramax and/or Panamax.

Personal Details: _____

Nationality: Indian

Language: English, Tamil & Hindi

Reference and Declaration on Request

Kamil Hassan