



Pravin S Kotian

Assistant Manager Operations

16+ years of experience within Global Shipping Operations/Logistics with a proven record of exceeding goals. Self-motivated, Pro-active and keen to implement changes. Proven ability to process high volume of work without sacrificing quality and continuously seeking out new approaches to streamline the business.



pravinkotiann@gmail.com



+971-558230461 /
+971-552180544



Dubai, United Arab Emirates



linkedin.com/in/pravin-kotian



WORK EXPERIENCE

Assistant Manager

Global Feeder Shipping LLC.

11/2020 - Present,

Dubai, U.A.E

Achievements/Tasks

- Liaising with Trade department to understand the voyage, load/discharge plan.
- Analyzing vessel market trend and charter the vessel as per trade requirements.
- Handle post-fixture operations, including laytime and off-Hire calculations.
- Checking charter party (CP) agreement thoroughly for any issue arising and close the case amicably.
- Monitoring and analyzing vessel scheduling and operational efficiency to identify opportunities for improvement (Container & Bulk Trade).
- Identify and mitigate operational risks in trade operations, streamline trade workflows and improve automation wherever possible.
- Reviewing bunker plan considering platts bunker wire and fixing bunkers for both Owned / Chartered vessels at the most economical location.
- Liaise with bunker supplier/master/surveyor on issues during bunkering or post bunkering activity.
- Scrutinizing bunker Lab test / Surveyor report along with invoices.
- Appoint Surveyors, liaise with port agents, Charterers /Brokers, Technical/Fleet Managers to ensure smooth commercial operations.
- Monitor vessel's consumption and performance for both Owned & Chartered vessel.
- Following up with agents for vessel status, berthing prospects, arrangement of layby Berth for emergency repairs or for dry-docking of vessel.
- Handles SDR (stevedore damage report) related issues with owners/charterers.
- Briefing vessel master / CE / CO on port rotations, voyage performance, maintenance, Reefer Plugs, CP terms etc.
- Liaising with registered Flag vessel for Sale and purchase of vessel.
- Arranging Insurance such as H&M, P&I, K&R, AWRP and clearing port cost invoice.
- Appointing Armed Guards for vessel transiting HRA and also ensure to get flag approval to carry guards on board.
- Handling claims related matter and approving DG / Non DG cargo.



SKILLS

Leadership

Communication

Planning & Organizing

Auditing Business Process

Negotiation



EDUCATION

Graduation in B.Com

Mumbai University Board

04/2000 - 03/2003,
Mumbai, India



CERTIFICATES

Advanced Diploma in Ship Chartering and Agency

Pursuing from "Lloyds Maritime"

Diploma in shipping Management

Narottam Morrarjee Institute of Shipping

Mastering Chartering, laytime & Demurrage for Dry cargo & Tankers

Institute of Chartered Shipbrokers.

Certification in IMO - IMDG Code

Certification in MLC & STCW
familiarisation

Oil Tanker Operations port workshop

BIMCO Masterclass Workshop (Bill of lading)

WORLDSCALE Workshop

Institute of Chartered Shipbrokers.

Successfully completed QMS

Internal Auditor from "Bureau Veritas"



WORK EXPERIENCE

Supervisor (Snr. Hub Coordinator) Gulf Agency Company (GAC)

03/2010 - 07/2020,

Dubai, U.A.E

Achievements/Tasks

- Responsible for Global Hub Agency & Tanker / LNG operations for one of the biggest oil Majors "Shell International Trading & Shipping, Chevron, Statoil, BG, QatarGas, Yamal, Gazprom, Angola LNG, P66, Mitsui(MOL), Showa-Shell, Petrobras, Petredec, Frontline(V.Ships), Orion, Gemini, Diamond Shipping, Cheniere, GDF Suez LNG, Hellepont, Jera GM, Diamond Bulk carriers, Nigeria LNG and Pavilion Energy.
- Review turnaround of the fleet operations from various load port to discharge port and securing most competitive port agency.
- Familiar with Voyage instructions, C/P clause, World-scale items & Fixed-rate differentials.
- Having Knowledge of Voyage/Lay time, demurrage calculations.
- Managed port cost estimates/Charterer party clauses/disbursement of accounts for their fleet of vessels calling in the region of Africa, Middle East & Indian Sub-Continent.
- Involved in day to day vessel operations and leading a crucial role in resolving major operational issues.
- Ensuring smooth operations in port, coordinating / updating all concerned with loading / discharging progress, Sending final reports / documents, Bill of lading. Also ensure Principals Husbandry requirements such as crew changes, CTM are processed within a time Frame.
- Updating Berthing lineup to Charterers/Operator on a daily/weekly basis.
- Liaising with Charterers and Owners with regards to Vetting inspections as per the requirements of various ports being called.
- Coordinating with Bunker team and appointing surveyors for smooth flow of Bunkering Operation.

Senior Executive Maersk Global service center

05/2004 - 02/2010,

Mumbai, INDIA

Achievements/Tasks

- Handling Import/Export of the material in and/or out of the country in accordance with relevant local, country and international laws.
- Arranging and preparation of Pre/Post shipment documents which includes commercial invoice, packing list, shipping instruction, delivery challan etc., for import/export and transportation of material.
- Customer services like update about cargo movement, clearance & tracking of Consignments, transshipments, transportation etc to Client. Responsible for timely delivery of the material
- Taking care of SOP, L/C shipments, Shipment Pricing Task (INCOTERMS)
- Keeping a tab on the USA/CANADA vessels and escalating their bill of ladings according to the customs requirement.



ACHIEVEMENTS

Agencies and Business streamlining

Visited countries Spain, Italy, Russia, Turkey

Thrice Awarded "Best Performer" in Dubai HUB.

Cost Savings

Process Transition

Qatar Gas Project in GAC

TECHNICAL SKILLS

Operating System

SAP R2/3, IMOS, Silver Light, NETPAS, Danaos etc.

MS Office

Word, Excel, Powerpoint, Outlook 2016, 365 and Teams.

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Marathi

Full Professional Proficiency

Tulu

Native or Bilingual Proficiency