

# G. Saikumar

## Logistics & Supply Chain professional

P.O.BOX 18897, DUBAI – UAE

TEL: 971 50 7940781 | Email: [saikumar1206@gmail.com](mailto:saikumar1206@gmail.com)



Over Twenty Four Years experience in the field of logistics and supply chain out of which Twelve years experience in logistics (Break bulk vessel, Iso-tanks, containers and Truck/Wagon shipments) with excellent communication skills (directly with vessels owners, suppliers & buyers same coordinates, freight forwarders and inspection company, etc..) Dealing with the bank for the presentation of documents and letters of credit, Handling post fixing matters till the finalisation of freight accounting with Vessel Owners/Brokers.

### Experience:

DEC 04, Till date SUCDEN MIDDLE EAST – DUBAI (Group Sucres Et Denrees, France - reputed trading Co)

#### **Sr. OPERATION ADMINISTRATOR**

- Started with new Middle East operation and setup the new division in Dubai for white sugar operation with two members in 2004 and currently with eight members as full fledged Department. Now this division controls and executes White Sugar operations which include the Break Bulk operations, Containers, Wagons etc. Introduced the export operations in Dubai with local suppliers and also achieved the increase of profit, improvement of liquidity and eased cash flow, restricted the shortage claims etc..
- Taking care of the entire post fixing vessel operations of the break-bulk until finalization of accounts with owners, shippers and receivers. Negotiating and approving of Lay-time calculation (DEM/DES) for the Vessels as per Charter-party Conditions and on the basis of Statement of Facts. Also having knowledge of fixing of vessels.
- Establishing import L/C on suppliers located in different countries, Documentary instructions, Contract Management and arranging call-forward as per contracts and lay-can.
- Scrutinizing and negotiation of L/C documents as per UCP 600 terms and conditions with different banks across the globe. Discounting/Claiming the payment on the value date of maturity. Controlling Payable & Receivable statements
- Controlling of Containers shipments, Wagons, Cross-country trade shipments, Arranging Call-forward as per Laycan and as per contractual agreements.
- Liaising with various Banks including overseas branches, Service providers, Ship-owners, agents at various load/discharge ports, Inspection companies, Underwriters, Municipality and Civil Defence, Protection agents, Collateral Management partners.
- Set up and controlling warehouse located in Dubai. Also control the bonded warehouses in other locations and supervision of release order against CMA.
- Coordinating with Head office in France and other offices located across the globe.

1998–2004 PETROCHEM MIDDLE EAST, JEBEL ALI, DUBAI (MNC – Largest Chem. Dists in Mid. East)

#### **LOGISTICS OFFICER**

- Scrutinizing L/C as per UCP and negotiation of L/C with Banks. Exports of Cargoes by Vessel, Containers, Iso-tanks, and Road Shipments. Controlling of Import of goods and follow-up. Negotiation of Freight Charges with shipping companies, Doing costing and doing order reconciliation.
- Execution Planning, Scheduling, Routing and organizing the export and import shipments including third port shipments for the cross country trade from the principals to the customers for Break-bulk shipments for Chemical, Containers, Iso Tanks.etc..
- Coordination with Principals for Call forward and ensure that shipment effected on time in line with contractual terms and buyers needs.
- Preparation Documents for the customers and service providers (mainly for transport companies).

- Processing and Order the payments to the shipping companies, Ship-owners, Inspection companies, Liaising with Ports & Customs Authorities, Ministries, Govt. authorities, Doing stock verification and Inventory Control using selective analysis. Quarantine of goods, costing of inventories.
- Interaction with Inter-departmental functions, Assisting in auditing, Customer account reconciliation against supplies and receivables. Maintaining the Library for technical documents

1996–1998 AATI CONTRACTS, DUBAI (unit of prestigious Al Tayer Group)

**PURCHASE OFFICER.**

- Purchase of Raw Materials, Machine tools, Capital equipments, Consumables, Spares for a medium sized Joinery manufacturing company. Sourcing of suppliers, Vendor development, Vendor rating, Inviting offers, releasing purchase orders and ensure timely supplies. Purchase of tools and maintenance spares and streamlined the inventory control established the Inventory Analysis. Awarding Sub-contract..
- Controlling stores and disposal of obsolete and scraps. Giving routing delivery schedules with a view to reduce the freight cost and achieve economy in purchases.

1992 -1996 HEATLY & GRESHAM (INDIA) LTD., NEW DELHI, INDIA

**ASSISTANT MANAGER – COMMERCIAL**

- Joined as Commercial Officer and promoted as Commercial Manager less than two years controlling span of 14 team members. Execution of Contracts within the time and make sure that the receivables are realized on time as per the schedules laid down in the agreement.
- Co-ordination with various Principals located in Europe, USA, Far-east and with in the country for timely supply of Machine Tools (Capital Equipment) contract. Established the Spare Parts division for the machine tools division to take care of the timely needs and necessities of the major customers and whereby generated profit for the company also gained customer satisfaction.
- Controlling of inventories of 44000 lines with modern methods of selective inventory analysis, Investment on the materials on the optimum level in order to achieve the maximum liquidity and ease the cash flow.
- Coordination with Principals and other authorities for Trade Exhibition event management and arrangement

1987 -1992 S&S POWER SWITCHGER LTD., MADRAS, INDIA

**COMMERCIAL ASST**

- Handling all commercial activities for the Package contracts awarded mainly by the Govt. Corporation or the Enterprises for the Switchyard equipments. Execution of Contracts and payment collections. Raising Exchange Rate Variation and Price variation claims as per the norms given in the contracts.
- Getting clearance from the various sources for imports of Raw materials, Semi-finished goods, spare parts from the Central Govt. authorities. Co-ordinating with the project managers and closing of the contract with all respects and obtaining clearances and arranging for handing over the projects. Fleet Management, Inventory control and sub-contract management with the small vendors

**Education and Computer Skills:**

- Annamalai University, Tamil Nadu, India.- MBA (International Business) with First Class
- Graduate Diploma in Materials Management through Indian Inst of Materials Management with First Class
- University of Madras, Tamil Nadu, India - B.Sc (Physics as Main Mathematics and Chemistry as Ancillaries)
- Presently doing Ship chartering Diploma through Institute of Chartered Ship-brokers
- MS Word, MS Excel, MS Power Point, MS Access & Other MS packages. Able to work in AS 400 based packages, JD Edward other Tailor made software's.

**Others:**

- Having knowledge of Imports & Export procedures. Also conversant with various customs regulations in the UAE and other countries across the globe. Participated various Management Program organized by the employers
- Having knowledge of UCP procedures UCP 600.Able to coordinate with any agencies with positive approach. Fully Conversant with CP regulations and RSA Rules.
- Having Valid UAE driving License.

**Personal Details:**

- Date Of Birth: 12th Jan 1963
- Married - Dependents: Wife, Daughter and Son.