

JOHN DOE

City, ST
(000) 000-0000
email@email.com

PROFESSIONAL SUMMARY

Collaborative leader with over 38 years of progressive experience in working directly with container liner operations, stevedoring, and terminal operations. Proven track record of helping clients move difficult and challenging cargoes while achieving operational quality, efficiency, and maximum satisfaction. Highly skilled at identifying and implementing operational changes to marine terminals to effect greater efficiencies and throughput. Communicates across a wide spectrum of audiences, leads change initiatives, applies strong negotiations and organizational skills, and shows an ability to function effectively with multiple priorities. Demonstrates hands-on leadership and operational responsibility in large ports with a proven track record of successful management experience and in-depth understanding of budgeting and strategic planning of goals and objectives. Achieves exceptional results in the full-scale arrangement of the entire logistical movement from inland transportation to vessel chartering, loading, discharging, and all facets of marine insurances. Effective communication skills and the ability to interact and negotiate efficiently with business partners and labor unions at all levels.

CORE COMPETENCIES

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|--------------------------|-------------------------|-----------------------------|
| • Leadership skills | • Relationship building | • Risk management |
| • Marketing management | • Profit and loss | • Commercial awareness |
| • Growth management | • Business development | • Profit growth |
| • Process optimization | • Cost analysis | • Communication skills |
| • Financial transactions | • Strategic planning | • Budgeting and forecasting |

CAREER HIGHLIGHTS

- Coordinates the shipment of over 7k trees from the US to the Middle East
- Negotiated the shipment of over 3k palm trees from the US to West Africa with a cargo loss of 0.1%
- Continually evaluates operations, analyzes processes, initiates changes, and helps implement the best practices ranging from storage to quality control measures
- Understands customer requirements clearly, develops effective project delivery solutions, and ensures project deliverables meet customer needs
- Collaborated with the national mining company (FMO) in identifying a suitable vessel
- Establishes and ensures operational, financial, quality, and regulatory compliances
- Introduced the Terminal Operating System which enabled the terminal to operate at 50% of the labor requirements
- Ensures the Vessel Operations keep very high production standards
- Generated the sales volume of \$7m
- Overseeing the stevedoring operations of the XYZ company, which was the largest stevedore in the Port of Miami at the time
- Manages operations for the vessel agency XYZ Ship Agency which provided liner and husbandry services to various carriers
- Steered the organization towards a sustainable future by adopting sound, ethical, and legal governance, and financial management policies
- Coordinates and directs distribution, transportation, and warehouse activities. Carefully scrutinizes every stage of the logistics process, including risk assessment, business process analysis, and output data analysis. Provides expertise in Cruise operations and analyzing Port Stevedoring and Terminal operations.

PROFESSIONAL EXPERIENCE

Job Title 03/11 – Present
Company
City, ST

Job Title 01/03 – 03/11
Company
City,ST

Job Title 07/98 – 01/03
Company
City, ST

Job Title 09/92 – 07/98
Company
City, ST

Job Title 04/85 – 09/92
Company
City, ST

LICENCE

Licensed Marine Insurance Broker

EDUCATION

Bachelor of Arts in Political Science and Government 1983
University, City, ST