

# Razal Oden

## Sales Executive - Logistics & Shipping

Performance-oriented Sales Executive offering exceptional record of achievement over Three -year career. Talented in identifying and capitalizing on emerging market trends and revenue opportunities.



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Kochi, India

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## PROFESSIONAL SUMMARY

### SALES EXECUTIVE

#### Fynsea Lines and Logistics Pvt Ltd

12/2018 - Present, *Kochi, India*  
Leading Logistics Service Providers for China, FAR-EAST, Hongkong, Taiwan, Korea, South East Asia, Indonesia, Gulf & Europe Sectors

##### Major Roles

- Planning and supervising export, import shipments
- Meeting & Contacting Customers all over Kerala
- Freight rate negotiation with shipping line
- Transportation arrangements
- Freight Processing document handling
- Shipment tracking and updating the customers on regular basis

### Inventory Controller (Assistant),Commodity Filing

#### Nikshan Electronics

06/2017 - 05/2018, *Kannur, India*

##### Major Roles

- Sales Return Filing
- Dispatch Filing
- Barcode scanning
- Unload Invoice Filing

### DOCUMENTATION ASSISTANT

#### Frontline Containers

02/2017 - 05/2017, *Chennai, India*

##### Major Roles

- Create bill draft
- Shipping bill filing
- Verifying export documents
- Liaising with clients

## EDUCATION

### Masters in Business Administration (pursuing)

#### Madurai Kamraj University

06/2017 - Present, *Madurai, India*

##### Specialized in

- Logistics, Materials, and Supply Chain Management

### Bachelor of Business Administration

#### Bharatiyar University

06/2014 - 06/2017, *Chennai, India*

##### Courses

- Logistics & Shipping Management

## SKILLS

Sales Funnel Development



Business Networking



Communication skills



Negotiation skills



Convincing Skills



SAP B-ONE



MS Office



Filing



Supervising



## PERSONAL DETAILS

Nationality

Indian

Driving License

Valid Indian Driving License

Martial Status

Single

## LANGUAGES

English



Hindi



Malayalam



Tamil



## INTERESTS

Reading

Technology