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SONU SUBBA

Professional Synopsis

Dynamic, Creative, and Data-driven Logistics professional with 6+ years of experience across Logistics & Planning, Shipment Management, Cost Analysis, Freight Negotiations, with proven track record in consistently better results with experience in:

~ **Shipment Management** ~ **Supply Chain Management** ~ **Freight Procurement**
~ **Vendor Management** ~ **Logistics Management** ~ **Commodities Trade**

- Proficient in managing customer centric operations and ensuring customer satisfaction by achieving delivery timelines.
- Accomplished record of managing complete supply chain with accountability for deliveries & achieving volume growth.
- Effective communicator, proactive planner & negotiator with strong analytical, problem solving and organizational abilities

Core Competencies

- Managing multiple customers globally; coordinating with internal & external teams in Asia, Americas, Africa, and Europe.
- Developing long-term partnerships, creating innovative business and process improvements for customer satisfaction.
- Analysing latest marketing trends & tracking competition activities and providing valuable inputs for fine tuning strategies.
- Managing competition & market information to fine-tune strategies whilst identifying prospective markets and clients.

PROFESSIONAL EXPERIENCE

Tricon Energy		Sales Operator – Plastic	2024– continue
Roles & Responsibilities	<ul style="list-style-type: none">• Manage and handle supply chain operations and logistics, including preparation of sales contracts, inventory reports, and coordination with various teams.• Coordinate orders with Sales Trader, Procurement team, LC team and Customers. Maintain record of open orders and submit daily reports to Operations Manager.• Preparation of Sales Contracts, PI, Sales Invoice, sales related documentations and process sales orders in system for sales. Complete invoice booking and Co-ordination with concern team for vendor payments & discrepancies in vendors invoices.		
Trafigura/Impala		Freight Operator – Metal	2018– 2022
Roles & Responsibilities	<ul style="list-style-type: none">• Managing shipping operations for Concentrates and Refined Metal exports and imports for European office including warehousing/logistics and commercials.• Contracted rates with shipping lines and Customers.• Complete responsibility of documentation (BL, SI and VGM filing) and co-ordination with carriers, warehouses, suppliers, customers and internal teams. Complete invoice booking of costs and revenues.• Responsible for CO2 Emission calculation for the year 2020 and 2021 for Impala Terminal.		
Marcura India		Senior Shipping Executive – DA	2016– 2018
Roles & Responsibilities	<ul style="list-style-type: none">• Operations Management – Focused exclusively on the DA process, from port agent nomination to voyage closing, Supporting the industry with continuous product and process improvements.• Cost Management – Minimize or save the excise prefunding for operator. Analysed and worked on all types of PDAs (Commercial and non-commercial) for vessel like Bulk carriers and Tanker vessels.• Payment Management – Scrutinize each of the costs and cross verify with the port tariffs, liner terms, and taxes. Challenge the agent for over estimation with facts and figures and reduce excessive prefunding to minimum and bring savings to the operator on their port calls.		

ACADEMIC PROFILE

Year	Degree	Specialisation	Institute
2016	BBM	Shipping & Logistics (First class with distinction)	AMET University, Chennai
2013	Class XII	ISC	Dr. Graham's Homes, Kalimpong
2010	Class X	ICSE	Saptashri Gyanpeeth, Kalimpong

ACHIEVEMENTS & ACTIVITIES

Extracurricular	<ul style="list-style-type: none">• Runner Up – Wall Street Vogue in IMU, Chennai• Female Representative – Cultural Team, AMET University 2013• Presented Paper at International Conference on “Business Research-Exploring Innovations in Service Sector” by the department of commerce, SRM University, Chennai
Academic	<ul style="list-style-type: none">• Diploma in Financial Accounting from Webel Information Limited 2013.• Diploma in Export-Import management from AMET University 2014.• Shipping and Logistic training from MSME development institute 2015.

OTHER INFORMATION

- **Languages Known** – Expert in Nepali, English, Hindi and Bengali
- **Dance, Singing & Movie** enthusiast interested in composing song and playing Cricket.
- **Crochet, Painting and cooking** new dishes in spare time