

SAMUEL DENNISON T A

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Professional Summary :

Experienced logistics professional with specialization in Shipping and logistics. The past 8 years of career includes tactical role of Assistant Manager in logistics operation, processes, resource allocation and business development. Recognized as highly focused, success driven and astute MBA professional with excellent communication with solid presentation skills who successfully established beneficial liaison key players in the industry. Also knowledgeable about the nuances and challenges of IT industry with testing background of initial 3 years of career.

Professional Experience 1 :

St John Freight Systems Ltd. : Assistant Manager- Operations / Business Development
May 2012 to till date : Cochin

Key Responsibilities:

Operational Activities

- Heading a team of 6 members involved in operations and documentation.
- Loading plan and discharge plan preparation.
- Coordinating with container terminal for loading / discharge of containers to/from the vessel.
- Export and Import manifest filing with Indian Customs.
- Managing container inventory management, repairs and maintenance in line with the container depot.
- Liaising with outsourced operation team for vessel related operations and container operations.
- Man power planning and resource allocation for operational / documentation activities.

Business Development

- Handling existing customers and follow up of enquiries from customers, business leads from other branch offices.
- Analyzing Markets trends and targeting customers
- Acquiring new customers for business opportunities.
- Working with Overseas Agents from various countries to develop new business opportunities and develop agency network.
- Negotiating price rate with the main line operators
- Involving in the annual budget preparations
- Preparing weekly and monthly business MIS reports and updating to the Head office

Additional Responsibilities

- Preparing and maintaining data for ISO Audit / Internal Audits and attending audit.
- Creating Job Descriptions/Job specifications and defining competencies required for the position
- Planning training programs for new joiners and development programs for employees.

Professional Experience 2 :

Cognizant Technology Solutions India Private Ltd : Programmer
July 2006 to June 2009 : Coimbatore

**1. Client: Pemco Mutual Insurance : June 2006 – July 2007 : Product: CSC Exceed :
Methodology: Waterfall**

Key responsibilities:

- Involved in development and implementation of New Rating Methodology.
- Worked closely with the client Business, SMEs, BAs and tech leads during various stages of the product implementation.
- Participated in the various review and solution meetings and provided the needed expertise to the client during different phases of the products.
- Designed, executed and logged test cases using HP QC.

**2. Client: AAA Insurance : August 2007 - June 2009
Methodology: Agile**

Key responsibilities:

- The changes were majorly in the Auto Insurance module, handled critical module alone reporting direct to Onsite counterpart and client SME.
- Worked on identifying the requirements and creating the user stories for various change requests.
- Trained and mentored new resources to understand the system and workflows.
- Designed & executed test cases manually/automation tools.
- QTP – Record and playback method was used for creating policies for data analysis.
- Attended internal and external Quality audits and responsible for closing audit findings and NCs.

Achievements:

Have acquired internal certifications General insurance, Life insurance, Personal Insurance, Software testing and automation testing.

Qualification :

MBA - HR/International Business	Karunya University	2011	70%
B. Sc - Physics	Bharathidasan University	2006	76%
Class XII - Maths	Stanes Higher Secondary School	2003	91
Class X - CBSE	Rex Higher Secondary School	2001	77

Other details :

Date of Birth : 17th October 1985
Language Proficiency : English, Tamil & Malayalam can speak

I hereby declare that all above-mentioned information is correct to the best of my knowledge and belief.

Samuel Dennison T A