

Vijay Jagannathan Krishna

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➤ **PROFESSIONAL PROFILE & SUMMARY:**

A Techno-Commercial professional having 18 plus years of work experience in both domestic and international and with cross dimensional & functional teams. I am highly motivated, diligent, creative and responsible individual who enjoys & thrives upon new challenges. I am looking to work in an organization where I can use my Skills and knowledge to deliver value added results as well as further enhance my learning and develop my career.

➤ **KEY SKILLS & AREAS OF EXPERTISE:**

- Good network with Owners, Operators/Shippers/Charterers within the Shipping Industry.
- Knowledge of shipping cargoes and familiar with all related laws and regulations
- Commercial Shipping Market, Fixture, Post Fixture Operations, Agency Appointment, Bunker Stem, Project Management, Risk Assessment, Feasibility Study, Risk Rating.
- Strong negotiator and ability to outperform market levels. Determination to grow within Business.
- ERP (Functional), SCM- Logistics, Shipping, Freight Forwarding & Customs, Engineering.
- Procurement: CRM, Supplier Order Management & Vendor development, Contract Negotiations
- Quality: QMS, TQM, QC/QA Audits, CPM, Root Cause Analysis, Risk Hazard Management Plan
- Critical thinking, Problem Solving, Decision making, Planning & Organizing, Team work.
- Ability to adapt to situations/circumstances, work under pressure, use initiative and Problem solver.

➤ **KEY ATTRIBUTES:**

- A skilled communicator with good negotiation, presentation, Out of Box thinking and interpersonal skills.
- Team player, Logical and Analytical with a good eye for accuracy, attention to detail and adherence to project timelines and deadlines

➤ **PROFESSIONAL EXPERIENCE:**

SPM Shipping FZCO, JLT, Dubai

01/July/2024 - present

Assistant Technical Manager

- Monitor, Review and Control of Daily work done, Spares, Lubes, Parts and Fuel Consumption
- Evaluation of Purchase request for final approval with the FTM.
- Communication with Flag/ Class/ DD/ Inspection and other Legal Bodies for Day-to-Day operations
- Present Monthly, Quarterly Analysis of sister vessels and consolidated Fleet to FTM & BOD.
- Assist Post fix Vessel Operator with Cargo Claims, Underperformance Claims, analysis of VAR, LOP.
- Market Research- Shipping Cycle, Commodities, Ship Owners, Charterer, Trader, Shipper Govt Policy, Geo-Political developments, Trade Reports.
- Filing Certificates-Class/Flag/Trading, Class Survey Status Reports, CAP/UTM/Technician Service Rpt/Boiler/Cooling Water/LO Analysis Report/PSC/FSI/ASI/SIRE/RightShip reports and conduct overview with Vessel Manager.
- Service Letter from OEM/Regulatory updates/Technical letter from all OEM's and Service Provider
- Monitoring, Review, Controlling and Filing of all invoices, technician reports and compile pending task list to verify with the Technical Manager.

GET Marine Mgmt India, Mumbai

01/Dec/2023 – 28/June/2024

Analyst-Vessel Performance

- Daily Analysis of Noon Report, Bunker Report, Pumping Log, SOF of designated tonnages.
- Vessel Report Daily performance basis shop trial, propeller curve in comparison to CP description

Campbell Shipping, Mumbai

01/Sep/2022 - 30/Nov/2023

Fleet Performance & Claims

- I look after Claims- ME Underperformance on TCT using voyage reconstruction services.
- Vessel Monthly performance basis shop trial, propeller curve in comparison to CP description
- Present Monthly, Quarterly Analysis of sister vessels and consolidated Fleet to FTM & BOD.

- Assist Post fix Vessel Operator with Cargo Claims, Underperformance Claims, analysis of VAR, LOP.
- Draft emails for Owners Club Lawyers to proof read and amend if required for further perusal.
- Market Research- Shipping Cycle, Commodities, Ship Owners, Charterer, Trader, Shipper Govt Policy, Geo-Political developments, Trade Reports.
- Filing Class Status Reports, CAP/UTM/Technician Service Rpt/Boiler/Cooling Water/LO Analysis Report/PSC/FSI/ASI/SIRE/RightShip reports and conduct overview with Vessel Manager.

TransFretus Partners India Pvt Ltd, New Delhi

28/Sep/2020 - 31/Aug/2022

Broker- Dry Desk: Chartering & Operations

- Scouting and fixing vessels and or cargoes between the Ship Owners, Operators and Charterers
- Maintaining a smooth dialogue with the Dry Bulk Owners, Charterers, Shippers and Agents.
- Voyage Estimation, Laytime, Drafting Clean Recap (AFMT), Charter Parties and fixture notes.
- BD, Scouting and on-boarding new Shippers/ Charterers/ Owners & Operators/ Exclusive Brokers.
- Research, Analyse Business Intelligence, Trade pattern and Trends basis previous Shipping cycle information and data.
- Invoice, Credit and Debit note. Update Regulatory Shipping, Commercial and Tax Notices.
- Market Research- Shipping Cycle, Commodities, Ship Owners, Charterer, Trader, Shipper Govt Policy, Geo-Political developments, Trade Reports.
- Develop Mini bulk, project cargo and Break-Bulk Desk.

PROCAM International Pvt Ltd (PIPL), Mumbai
Sr. Mgr- Technical & Marine Operations

01/Sep/2016 - 31/Dec/2019

- Event Project: End to End to – Research, Liner Shipping, CHA Lesioning and Logistics
- Risk Assessment, lead times and Performances as per contract.
- Vendor Development, Contracts negotiations in liaison with legal and finance teams.
- Direct Experience of managing geographically distributed and cross functional team.
- Assisted Top management in getting ISO IMS certification

➤ **Volkswagen India Pvt Ltd. Chakan-Plant, Pune**
Manager- Logistics & Warehouse

Jan 2012- July 2016

- Spare and Stores inventory management basis SAP Material Management
- Indent of parts in conjunction with Shop Floor Consumption Report and Forecasts.
- Logistics [End to End]- CHA, FFA, VW Document Controller Lesioning for Imports and Exports Shipment, Market Research
- Vendor Development, New Dealer Service Development, Quality Management

➤ **SAILING EXPERIENCE:**

Sep 2005 – June 2010

MEO Class IV COC (Motor). Sailed on board Car Carriers, Bulk and Container Ships with **M/s Anglo Eastern Ship Management**, Mumbai, India. **Charterer's-** Bunge, Cargill, ADM, LDC, Suek, TATA Steel, Fednav, Arcelor Mittal, Cobelfret, Trafigura. Ultratech Cement, Ambuja Cement

Key Tasks:

- Condition Based Maintenance (CBM), Planned Maintenance System (PMS), Preventive Planned Maintenance (PPM) software in conjunction with Chief engineer & Second engineer as per Fleet Annual Budget Schedule.
- Flag State Inspections (FSI), Port State Inspections (PSI), ERP for QMS.
- Risk Assessment & Compliance, Part of vessel "Safety Management Team".

➤ **EDUCATIONAL QUALIFICATIONS:**

- **M.B.A.** GMP, Aberystwyth University, Wales, UK 26/Sep/2010 - 29/Sep/2011
- **B.S.** Marine Engineering, University of BITS, Pilani, India 19/Aug/2001 – 31/Jul/2005

➤ **Additional Key Courses:** ISO-14001 Environmental Management System & Energy Conservation, Risk Assessment, Marine Machinery Maintenance, ORPMS

➤ **Professional Certification:** MEO Class IV COC, 2007, Motor, DG Shipping, MMD, Mumbai, India.

➤ **REFEREES:** Available on request

List of Clean Fixtures and Owners/Charterer/Broker

1. MV DARYA JAYA//ACCT NORVIC SHIPPING_CPD 10 NOV 2021 |DOP USD 20KPD|UMAX| TIME CHARTER| CARGO MANAGNESE ORE | CONSIGNEE-SHYAM METALIKS| DURATION 30-35 DAYS WOG [CHARTER BROKER: ROHIT ROY | TONNAGE BROKER: VIJAY J KRISHNA]
2. MV SHIMANAMI STAR// ACCT MULTIMAX SHIPPING_CPD 23DEC2020| DOP USD7.5KPD|HANDY| TIME CHARTER| CARGO GRANITE BLOCK| DURATION 30-35 DAYS WOG [CHARTER BROKER: ROHIT ROY | TONNAGE BROKER: VIJAY J KRISHNA]
3. MV APIRADEE NAREE// ACCT SWIFT SHIPPING_CPD 19 NOV 2020| DOP USD8.3KPD|SMAX| TIME CHARTER| CARGO COKING COAL|DURATION 30-35 DAYS WOG [CHARTER BROKER: MAYANK JAISWAL | TONNAGE BROKER: VIJAY J KRISHNA]

Owners	Charterer/Shipper	Broker
Campbell Shipping	Jeel Kandla	Brisk Marine
KC Maritime	Jatdhani Rice Mills, Kolkata	Fretus Partners
Chellaram Shipping	Felminex, Hyderabad	Clarksons, India-Dubai-Spore
Basundhara Logistics	EID Parry, Chennai	Ifchor Dubai
DD Shipping, Spore	Abdul Monem Sugar, Bangladesh	Lalit Badhwar
Canfornav	Arcelor Mittal Steel- Coastal	Fatehchand
AEC	Arcelor Mittal Nippon Steel India	Reshamvala
Trithorn	DBMSC, Ras Al Khaimah	Guanabara, Brazil
XO shipping	Gimpex, Chennai	JD Pierot
Swissmarine	Maharashtra Solvent, Grains	Fesbulk, Vietnm
Fednav	Thriveni, Iron Ore	Ausdragon, Singapore
Tan Binh	Akij Food & Beverage	Avalon, Singapore
Shahi Logistics	Ambuja Cement	JFD, Shanghai
Seros Shipping	Nirma	Leeway Brokers, Noida