

AMIT GIRI

Middle Management Professional | Commodities Trade Support & Business Development

Targeting senior & middle level assignments in International Trade,

Commodities Trading Industry.

Location Preference: India/Middle East/South-East Asia/Overseas

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Engineering Graduate (B.E. Mechanical) and master's in management studies (Full time, MBA/MMS Finance) with over 13 years of experience in International trade support & Business development, price negotiation, procurement, sourcing, logistics, Lay time calculation, ex-factory and port sale/execution, public relations, LC opening, banking procedures, documentation and commercial operations.

Profile Snapshot

- Currently associated with **Swiss Singapore Overseas Enterprises Pte. Ltd.**, Yangon, Myanmar as Deputy Manager- Trade Support & Business Development, October 2018 to till date. Engaged in trading of Steel products, Fertilizers, Bitumen, Wax, Acrylic Staple Fiber and other petroleum products being imported as per demand in Myanmar, including end to end business development, finalization and Trade execution.
- Last 5.5 years of association was with **Bunge India Private Limited & Liberty Oil Mills Ltd.** for import trade execution & commercial operations-FMCG product, vegetable/Edible oil industry
- Rich experience in **customs & import practices of trading commodities in international market segment**
- Experience in **developing relationships** with key decision-makers in large corporate & enterprises / Govt. / Private Sector for business development.
- Experience in creating **sales & business development** as well as customer service by responding to their needs / requirement.
- Drove the **development & cultivation of positive business relationships** with the customers and vendors; directed pricing and performance reviews to identify service and revenue improvement opportunities and manage costs.
- Qualitative experience across **Logistic Operations, Shipping Operations, Commercial Operations and Freight Forwarding**
- Directed **logistics, procurement and sourcing functions** entailing **storage, distribution, payment realizations & customer support** as well as negotiations with transporters for ensuring cost effective transport solutions & clearances

Core Competencies

- Strategic Planning
- International Trade & Business Development
- Lay time Calculation
- LC Opening & Commercial Ops.
- Sourcing & Procurement
- Trade Finance
- Cost Control & Optimisation
- Trade Documentation
- Team Building & Leadership
- Import/Export

Certifications

- **NISM-Series-I: Currency Derivatives Certification** Examination in with 84.0%
- **MCX Certified Commodity Professional (M.C.C.P.)** Certification in with 90% (A+ Grade)
- **National Stock Exchange Certification, Commodities Module** in with 93.75%
- **National Stock Exchange Certification, Derivatives Module** in with 80%

Education & Credentials

- **Masters in Management Studies (Finance)** from Mumbai University in 2008 with 67%
- **B.E. (Mechanical Engineering)** from North Maharashtra University in 2005 with 66.14%
- **Diploma (Mechanical Engineering)** from Maharashtra State Board Mumbai in 2001 with 70%

Career Timeline



Professional Experience

Swiss Singapore Overseas Enterprises Pte. Ltd., Yangon, Myanmar as Deputy Manager (Trade Support)

Oct'18-till date

Key Result Areas:

- Leading Trade Execution and managing end-to-end import of Steel products (Wire Rod, Hbeam, Debars & GI sheet), Bitumen, Wax, Fertilizer and Acrylic Staple Fiber & other products as per requirement in Myanmar
- Collaborating with local buyers, discharge port agent and Dubai/ Singapore company counterpart for timely clearance & delivery of cargo at discharge port; coordinating with end-customers to ensure cost-effective movement of consignment
- Expansion of network of current customer base by conducting extensive market survey and study and obtaining regular updates on procurement activities of customers/importers.
- Spearheading follow up for entire payments of Cargo value and banking procedures.
- Tracking vessel status and update to buyer and seller for smooth delivery of cargo at discharge port.
- Timely execution of Letter of credit, liaising with bank, internal finance, freight, risk and legal team in terms of contract management.
- Working on pre & post import documentation, contract creation and preparing cost sheet.
- Adhering to SOP, KYC of new buyer/supplier and sending request for new customer/Supplier product wise limit with necessary docs for approval.
- Prepared and maintained MIS of all contracts (product wise) for tracking P&L, open/closed contracts and shipment documents status.
- Knowledge of GAFTA contracts and it's execution.

Liberty Oil Mills Ltd., Mumbai as Senior Manager (Import & Procurement)

Apr'18-Sep'18

Key Result Areas:

- Directed a team of 5 employees
- Worked on pre & post import documentation, LC opening, payments and banking procedures
- Managed logistics & sourcing of oil from port to factory while ensuring quality, serviceability and cost optimization
- Effective management of storage tanks, optimizes rent paid and overall cost reduction

Bunge India Private Limited, Mumbai as Assistant Manager

May'13-Apr'18

Key Result Areas:

- Managed trade execution & commercial operations related to import, high seas purchase/sale and documentation of vegetable oils imported from Brazil, Argentina, U.S., Malaysia & Indonesia
- Saved 30% yearly cost by interacting with transporter for tanker placement, freight rate negotiation and calculation.
- Handled and dealt with FOSFA contracts execution.
- Coordinated with CHA, Surveyors and Vessel Agent for clearance and delivery of cargo and negotiate their yearly service agreement rates.
- Lay time calculation to avoid any possibility of demurrage.
- Managed logistics & sourcing of oil from port to factory while ensuring quality, serviceability and cost optimization
- Ensured effective management of storage tanks, optimizes rent paid and overall cost reduction
- Led JNPT port plus tax sale execution and storage tank arrangement at optimal cost
- Gained end-user experience on SAP (GTM), ERP (Mfg. Pro)
- Executed GST implementation project for SAP
- Gained knowledge on the refining Process of Edible Oil

ADMISI (ADM Investor Services Int.) Commodities Pvt. Ltd., Mumbai as Manager

Jan'10-May'13

Key Result Areas:

- Administered Service Corporate Accounts of ADMISI Commodities Pvt. Ltd., a subsidiary of ADM Investor Services International, UK and indirectly a subsidiary of ADM (Archer Daniels Midland Co) with focus on Agriculture commodities like Oil Seeds complex and pulses
- Update clients about prices of Palm Oil at Bursa Malaysia Derivative Exchange and Soybean complex at CBOT.
- Executed Hedging, Arbitrage, Spread and long/short positions on Oil Seeds and Oil complex

Alka Securities Limited, Mumbai as Senior Executive

Jun'08-Nov'09

Key Result Areas:

- Analysed global capital markets related data and its impact on commodities, currency and Indian Capital Market
- Gained exposure to ODIN, NEAT and BOLT trading terminals
- Drafted daily Research Report for HNI clients and advised them about daily global cues

Personal Details

Date of Birth: 26th November 1982

Languages Known: English, Hindi and Marathi

Permanent Address: 402, Sai Ganesh Shrushti, Vijay Nagar, Opposite Sent Thomas School, Kalyan East- 421306

Nationality: Indian

Marital status: Married

Passport status: Z4902451 (Expiry date: 17/04/2028.)