

**CAPT ANIL SHARMA**

Address: 1A, 14, Kalpataru Aura, Opposite R City Mall, Ghatkopar West, Mumbai-400086

Phone: +917506926394, +919818726394,

Email: anil.k.sharma@hotmail.com

**Associate Vice President – Shipping and Logistics Domain strategist – Business development for Liner Process Services - Expert in Operations for Container liner, Port, Intermodal, Warehousing, Projects & BPO setup for Liner Shipping**

With extensive & in depth experience in Operation and Processes for Container Shipping Lines , Ports ,ICD , CFS , Container Terminal, Container Train Operator as well as Agency operations in India

**Seeking a suitable and responsible profile in Shipping, Freight forwarding / Container Line/ Logistics Industry worldwide**

**OBJECTIVE:** Leverage my vast experience, conceptual thinking and team-oriented skills to serve shipping related organization in an Operational and Commercial role.

**BRIEF SUMMARY OF PROFILE & STRENGTHS**

Capt. Anil Sharma is a seasoned shipping & logistics professional with extensive experience in top grade multinational companies in the whole spectrum of shipping industry. Having worked with Shipping Lines, Port Operators, and Intermodal inland services such as ICD, CFS, Container train operations, Warehousing, road logistics and BPS/IT providers, he is fully conversant with entire l aspects of Port/ICD/CFS/CTO as well as Vessel management. He has demonstrated capabilities in optimizing operational efficiencies by processes in maximizing Port throughput, Container Vessel utilization, cost control, maintaining schedule integrity, cross-functional coordination, training and development. He is extremely proficient with costing and budgeting in shipping, logistics as well as port operations. He created visible impact on profitability of the ICD/CFS/Port, Container vessels by planning and implementing world-class systems and procedures. He has consistently demonstrated capabilities in managing total logistics & shipping operations with expertise in liaising with various stakeholders globally for smooth process efficiency. His comprehensive knowledge and extensive experience has helped him outshine in the various projects that have been presented to him.

**KEY CORE COMPETENCIES & INVOLVEMENT AREAS**

**⁂ Strategic Business Development / Business Excellence – Accomplishments**

* Leading the Strategy of increasing the service profile for shipping related IT/BPS/GSC services for TCS. At TCS we are providing best of class IT & BPS services to shipping and logistics client partners helping them benchmark, deliver and consistently improve on their services for their customers.
* Heading a team of dedicated staff to make 2 new On-Dock CFS up and running from design till full implementation including project approval coordination liaison at corporate level.
* Headed a team of professionals to make Adani International Container Terminal Pvt Ltd (AICTPL) at South Basin functional. Recruited and organised the whole work force and all coordination with various stakeholders in a very tight time schedule. I was appointed ‘Head Operations’ for AMCT and AICTPL Container terminals within a record period of 3 months from joining the Adani Group.
* Re organised the existing Adani Mundra Container Terminal (AMCT) to increase efficiency and increase throughput to record levels.
* Assisted in designing the On-Dock CFS facilities for Adani Ports and SEZ Limited at Hazira and Mundra.
* Responsible for future expansion monitoring of Container Terminal at South Basin in Adani Ports and SEZ limited at Mundra with a vision to make this the biggest terminal in south Asia.
* Identified and developed Stevedoring and Handling capabilities of Samsara Group for West Coast of India especially Gujarat Region.
* Assisted in setting up of Global Shared Service Centre in India for CSAV and instrumental in shifting Operations, Planning and Cost Control functions from Hamburg Regional Office to this office. Initiated in implementing shared policies for maximum benefit to the Company.
* Fully responsible for Purchase to Payment for Asia region in CSAV.
* Streamlined various Port activities to maximize optimization of Fleet Capacity in CSAV Line.
* Improved the turnaround of ships in targeted ports involving low productivity while heading operation of various services in CSAV Line.
* Implemented Bunker optimization project, this resulted in savings for Company 10 million dollars due to resultant Fuel savings for CSAV Line.

**⁂ Operations Management, Budgeting and Cost Control – Accomplishments**

* Associate Vice President Shipping and Logistics domain – Strategy and business development for IT/BPO services for Shipping Industry. Lead a team to ensure top class services package for Liner, Ocean Freight and for Shipping companies
* Head Operations for 3 ICD, 2 CFS, 1 more CFS in design/construction, Logistic Park, Warehousing solutions /designing /implementing from construction till full implementation with team-building at Adani Logistics Ltd.
* Head Operations at two high capacity Container Terminals at Mundra (AMCT and AICTPL). Streamlined and synergised Adani Mundra Container Terminal (AMCT) and Adani International Container Terminal Pvt Ltd. (AICTPL) operations at Mundra.
* Operation Cost Control functions for two Container terminals of Adani group at Mundra reorganised and headed the same.
* Evaluated, planned and set up dense racked warehousing for logistic parks, in Adani Logistics.
* Redesigned and helped in construction monitoring, organising the On-Dock Exim Warehouse organogram, creating SOPs for the same and designing KPI. Leading the On-Dock EXIM Yard (CFS) Adani Group at Mundra & Hazira in addition to existing two Container terminals of Adani.
* Streamlined Operation and Agency procedures for Samsara group. Special impetus on developing Stevedoring activity for Fertilizer. Break Bulk Cargos. Also developed Shippers and Receivers network for Bulk shipping especially Fertilizers.
* Controlled Port operations and planning in Asia, Brazil and Europe partially while in CSAV generally for Containers.
* Controlled & managed logistics of over 21 container vessels worldwide in CSAV.
* Developed efficient and customer-friendly operational processes for planning of Cargo with maximum profits.
* Organized processes for maximum utilization of Ship’s capacity leading to almost 99 % utilization.
* Helped in Budget planning for new service rotations with Size of Ships, turnaround time, Fuel cost, port costs as well as slot cost.

**⁂ Leadership and team management – Accomplishments**

* Leading the future expansion of Adani Logistics Ltd facilities after completing 2 High potential projects. I am presently developing 3rd CFS, Warehouse Racking / Operations, New warehouse designs at ICDs. New ICD projects and logistic parks development basis Adani group vision.
* Responsible for making New Container terminal at Adani Mundra operational in a very tight deadline. Got promoted to Head Operations for Both Container Terminals of Adani at Mundra Port in only three months from joining Adani Group. The whole Organogram was restructured for synergising two Container Terminals at Mundra. Combined throughput capability of both Container terminals is close to 3 million Teus.
* Ensured a tight deadline for successfully making construction, approvals for On-Dock CFS for Adani Mundra Port. Also, headed the same commercially and operationally.
* Designed the strategy of in-house leadership development of staff so as any future expansion of Container Terminal business goes smoothly.
* Responsible to accounting migration and integration of Norasia with CSAV accounting.
* Coached new Vessel Planning Managers to handle vessel operations
* Designed and conducted a three months training programme for Planning Managers in CSAV Chile’s Head Office.

**NOTABLE ACHIEVEMENTS**

* Increased their size of services by 200 % (80 persons to 200 persons in 6 months) for TCS by giving strategic inputs.
* Awarded Star award from Adani APSEZ for leading auto steering project of E-RTG at Container terminal at Mundra
* Leading implementation and operation for 2 On-Dock CFS. Also increasing footprint activity in 3 ICD and rail operation within Adani. Also implemented for Adani Logistics ISO9001-2008
* Headed and managed a workforce of 600 people in two Container terminals at Mundra for Adani Group and implemented ISO28000 for AMCT Container Terminal at Mundra Port. Promoted in record three months to head two container terminals at Mundra
* Better management of Fleet of Ships has resulted in almost 99% schedule integrity as well as near full utilization of Ships under control at CSAV.
* Instrumental in off shoring operations for CSAV from Hamburg to India that resulted in major cost savings for the company as well as better productivity, cost control and synergies in various departments.

**PROFESSIONAL HISTORY & EXPERIENCE**

**TATA CONSULTANCY SERVICES LIMITED ( PART OF TATA GROUP)** **SEP** **‘14- TILL DATE**

TCS is a leader in the global marketplace and among the top 10 technology firms in the world. TCS’s continued rapid growth is a testament to the certainty our clients experience every day. Building on more than 40 years of experience, we add real value to global organizations through domain expertise plus solutions with proven success in the field and world-class service.

I am involved in Strategy and Business development for their Shipping and Logistics service offering.

### ROLE: Associate Vice President –Shipping and Logistics Domain (part of TTH services) till December 15th 2012.

### I lead my team for interaction with Global HQ of Liner / 3PL /Shipping providers for setting up of centralized Service Centres.

**ADANI PORTS AND SEZ LIMITED (PART OF ADANI GROUP)** **FEB** **‘12- SEP** **‘14**

Adani Group is currently India’s biggest infrastructure player in Ports field with considerable international assets. I was involved in developing the new Container Terminal at South basin, developing On-dock CFS and running of Adani Mundra Container Terminal at Mundra. Currently, I am involved as the head of operations in Port, ICD, CFS as well as Rail Operations. Also, I strategically help in developing new ICD and Logistic Park locations for Adani Group.

### ROLE: Head of Operations –CONTAINTER TERMINAL AND CFS AT ADANI PORTS AND SEZ LIMITED till December 15th 2012.

### Head of Operations for Adani Logistics Limited from 15th December 2012.

**SAMASARA SHIPPING (PART OF SHARAF GROUP)** **APR** **‘11- JAN’ 12**

Samsara Shipping is one of the youngest Agency houses with Pan India Presence with notable joint venture with MSC Lines, Samsara is wholly owned subsidiary of Sharaf Group. Presently I am Involved in developing Agency network for west Coast India with special impetus on port Operation, Bulk Shippers and Receivers, Stevedoring and Handling Vertical for Samsara Group.

### ROLE: REGIONAL GENERAL MANAGER FOR WESTERN INDIA – SHIP AGENCY AND BULK

**COMPANIA SUDAMERICANA DE VAPORES, CHILE, HAMBURG AND GURGOAN** **MAR** **‘04-MAR’11**

CSAV is one of the oldest & largest traded shipping companies in the world and was founded in 1872. Having worked in Chile, Hamburg and Hong Kong I have set up the Shared service Centre for Migration and integration of Norasia with CSAV.

### ROLE: CORPORATE PLANNING CENTER (VESSEL OPERATIONS & PLANNING) –SENIOR PLANNING MANAGER

### ROLE: SENIOR MANAGER FOR ASIA – ACCOUNTS PAYABLE AND PURCHASE TO PAYMENT

**American President Lines, NSSPL, Singapore**  **1998- 2003**

**APL** is a global container transportation company offering more than 60 weekly services and nearly 300 calls at more than 90 ports in Asia, Europe, the Middle East and North America

### ROLE: Sailing in various roles as Chef Officer and Master mariner. This role requires complete involvement in real time with Container Cargo and sea transport.

**EDUCATIONAL & PROFESSIONAL DEVELOPMENT – Master mariner**

**MASTER (F.G.) MASTER MARINER, 1996 ⁂ L.B.S. Nautical College, Govt. of India, Mumbai**