

Jigar Shah

Date of Birth: December 4, 1978

Marital Status : Married

BBA+MBA(Marketing) with 15 years (4 Yrs India + 11 Yrs Qatar) experience in Freight Forwarding & Project Logistics

Key Skills: Experience in developing, promoting and implementing Logistics and SCM solutions for MNC clients.

Job Objective: looking forward to work in an organisation which will provide opportunities to deploy and develop my personal skills as well as broaden my knowledge horizons in the field of Logistics and Supply Chain Management.

Current Location: Ahmedabad, India

Education

- B.B.A (Management) from K S School of Business Mgt, Guj(India) in 1999.
- MBA (Marketing) from K S School of Business Mgt, Guj(India) in 2001.
- Professional Fellowship April-May 2015, University of Oklahoma (US State Dept Sponsored)

Other Qualification(s)/ Certification(s)

- Dip Export Import Mgt, AIIMAS, Chennai.
- Dip Computer Application (D.C.A), Gujarat University.

Employment History: (Employer- Position held- Duration)

JSL GLOBAL (CONSULTING DIRECTOR) – OCT 2014 TILL DATE
MEPL INTERNATIONAL (PROJECT DIRECTOR) – AUG-2014 TILL DEC-2015
CONSULTANT GULF, INDIA (MANAGING DIRECTOR) - JULY-2014 TILL DATE
INTERGROUP SHIPPING WLL, QATAR (ASST. GENERAL MANAGER) OCT-2010 TILL JUN-2014
BDP QATAR WLL – DOHA, QATAR (GENERAL MANAGER) DEC-2005 TILL OCT-2010
BDP INDIA PVT LTD – AHMEDABAD, INDIA (BRANCH HEAD) JULY-2004 TILL DEC 2005
BDP INDIA PVT LTD – MUMBAI, INDIA (SR EXECUTIVE, BUS DEV.) SPT 2003 – JULY 2004
STAR FREIGHT PVT LTD – AHMEDABAD, INDIA (SR EXECUTIVE, MARKETING)
JULY 2001 TO APRIL 2004

1. JSL GLOBAL WLL (DOHA –QATAR) & Mexx Global Qatar

Designation: Consulting Director & C.E.O.

Location: Qatar

- Identifying project clients and bidding locally & internationally.
- Business Development and promoting Project Logistics and Chemical Logistics solution within Middle East.
- Coordinating and motivating operations team and developing SOPs for increasing efficiency of each team member to achieve economies of scale
- Developing project logistics agent network in Europe/USA & Far East.
- Regular visit to Dubai/Qatar/China and business development for promoting project logistics business.

- Business meeting with target project clients within Gulf.
- Promoting Dubai-Qatar trade lane and focusing on clients who has Qatar business from Dubai.
- Establishing Local transport and distribution vertical in Qatar.

2. **Consultant Gulf**

Location: Ahmedabad, India

Designation: Managing Director (July, 2014 till date)

Job Profile:

- Logistics consultancy for India/China to Middle East Project Logistics business.
- Developing Logistics software for Middle East clients (Dubai & Qatar).
- Back office support/Pricing Desk for MEPL International(Dubai) and JSL Global(Doha-Qatar)
- Logistics Training & Logistics Staff recruitment for Middle East clients.
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3. **Intergroup Shipping WLL (Previously BDP Qatar WLL – Doha, Qatar) (Intergroup Shipping – affiliated to Shaikh Faisal Holding-Qatar)**

Location: Doha, Qatar

Designation: Asst Manager (Dec,2005 to Dec, 2006)/BDP

www.bdpinternational.com

Designation: Branch Manager(Jan,2007 till April-2009)/BDP

Designation: General Manager (April-2009 till Oct-2010)/Arshiya

<http://www.arshyalimited.com>

Designation: Asst General Manager (Oct-2010 till date)/Intergroup

www.intergroupshipping.qa

Job Profile:

- Managing all financial/business development/operations/admin etc related divisions for Doha branch.
- Business Development and promoting Project Logistics and Chemical Logistics solution within Middle East.
- Developing & promoting products/services like Warehousing, Land Transportation, Online Visibility, Custom clearance, Ocean/Air Freight forwarding and Project Logistics in Qatar market.
- Coordinating and motivating operations team and developing SOPs for increasing efficiency of each team member to achieve economies of scale.
- Reporting to Principals of Pan Asia Line and handling/monitoring all operation/marketing activity concerned to the respective shipping line.

4. **BDP India Pvt Ltd. - India**

Designation: Sr Executive Bus Dev(Mumbai,India) from Spt 2003 to July 2004

Designation: Branch Head (Ahmedabad,India) from July 2004 till Nov,2005)

Job Profile:

- Rate enquiry with several shipping lines & maintaining rate tariff file.
- Identifying & developing customer base for USA outbound business & marketing of Imports for Far East/Europe/USA.(LCL & FCL).

5. **Star Freight Pvt. Ltd. – Gujarat, India** (<http://jbsacademy.com/about-jbsapl/jbs-group/>)

(As agent of Yang Ming Line, KMTC & Samudera Shipping under MCS- Marine Container Services – Seahorse Group)

Designation: Sr Sales Executive (YML/KMTC/Samudera Line)

July 2001 - April 2004

OTHER DETAILS

- Have received 3rd Prize from BDP/UK JV partner – J E Bernard for promoting UK-Qatar trade lane & managing highest number of sales leads/business generation.
- Fond of travelling, reading and learning new approaches in Logistics & SCM.

Countries travelled in past 5 years for Business Development& Network Expansion:-

Dubai, Bahrain, Hongkong, Singapore, China, Korea, Thailand, France, Italy, South Africa, Germany, Australia, USA

Case study published for Project Logistics <http://consultant-gulf.com/news.html>

Achievements: <http://consultant-gulf.com/certificate.html>