

# Adil Aslam Shaikh

DOB: 02/11/1998

Email: [mdadilshaikh1998@gmail.com](mailto:mdadilshaikh1998@gmail.com)

LinkedIn Profile: <https://www.linkedin.com/in/adil-shaikh-7835121ab> Skype: <https://join.skype.com/invite/vqPLiioOmOY0>

Contact no: +91 9768802144



## PROFILE

Dedicated Ship Broker with experience in achieving tangible results and cross-team collaboration. Proactive and excited to partner with like-minded individuals to achieve goals.

## EDUCATION

### **March 2021 DIPLOMA, NAROTTAM MORARJEE INSTITUTE OF SHIPPING, MUMBAI (INDIA)**

Post Graduate Diploma In Shipping Management & Logistics

Specialized in Shipping Practice, Maritime Law, Chartering & Abbreviations, Shipping Finance, Current Shipping Environment, Logistics.

### **August 2021 MASTERS, MUMBAI UNIVERSITY, MUMBAI (INDIA)**

Masters in Commerce (Mcom)

Specialized in Marketing & International Marketing, Entrepreneurship.

### **April 2019 DEGREE, RIZVI COLLEGE, MUMBAI (INDIA)**

Bachelor in Management Studies (BMS) Specialized in Marketing.

### **February 2016 HIGHER SECONDARY CERTIFICATE (HSC), RIZVI COLLEGE, MUMBAI (INDIA)**

### **March 2014 SECONDARY SCHOOL CERTIFICATE (SSC), ST. THERESA'S HIGH SCHOOL, MUMBAI (INDIA)**

## WORK EXPERIENCE

July 2023 – Till date: **Dry Bulk Shipbroker & Commercial Operations (Reshamwala Shipbrokers)**

- Managed and executed shipping operations for a diverse range of cargoes and tonnages, including:
  - Tonnages Handled: 45,000 DWT Handymax, 57,000 DWT Supramax, 82,000 DWT Kamsarmax.
  - Cargoes Handled: Coal in bulk, aggregates, limestone, gypsum, and more.
- Successfully conducted back-to-back voyage cargoes for SAIL, managing tenders from the USEC to ECI.
- Developed key relationships with limestone, aggregates, gypsum miners, and traders in Oman, including Gabbro miners.
- Demonstrated expertise in handling tonnages and cargoes across the PG-SE Asia range, optimizing logistics and operations.
- Evaluated time charter trip rates by obtaining freight quotes from voyage charterers and identifying suitably rated ships for various voyages.
- Estimated total voyage costs by analyzing market and bunker prices, and maintained up-to-date information on PDA costs with agents to ensure accurate budgeting and financial planning.

## October 2022 – July 2023: **Dry Bulk Shipbroker, Arya Corp Pvt Ltd, Mumbai (INDIA)**

- Managed daily communications with Indian-owned shipowners to secure and finalize fixtures.
- Collected and analyzed vessel availability updates from head owners and compared offers to negotiate better terms.
- Facilitated the fulfillment of requirements for both owners and charterers/operators, ensuring market alignment and successful fixture conclusion.
- Utilized AIS software (Signal Ocean) to track fleet movements and identify suitable cargoes before market circulation.
- Handled various vessel types, including SMX, UMX, PMX, and Handy vessels, with a focus on specific cargoes such as gypsum, coal, limestone, urea, and iron ore.
- Maintained an updated cargo list to meet owners' demands, primarily in the PG/WCI range, Indian Coastal, or S.Africa ports (Nacala/Mozambique/RBCT).
- Coordinated with team members to match charterers' vessel needs with available head owner vessels.
- Prepared and maintained market fixture reports in collaboration with other brokers, charterers, and owners.

## February 2021 – October 2022: **Ship Broker, Jesai Shipping Lines, MUMBAI (INDIA)**

- Acted as an intermediary between shipowners and charterers, facilitating effective communication and negotiations to secure fixture agreements.
- Prepared detailed lay-time calculations, voyage estimations, and financial documentation, including freight and detention invoices, to ensure accurate billing and fair compensation.
- Conducted demurrage calculations to address delays and manage related costs.
- Coordinated with the chief officer to oversee and manage daily vessel activities, ensuring smooth operations and adherence to schedules.
- Contacted port agents to provide PDA details for arriving vessels, coordinating efficient and seamless services to optimize operations for both shippers and receivers.

## **AREA OF EXPERTISE & ACCOUNTS HANDLED**

- **Coal Shipments Management:** Successfully managed and executed shipments of coal from Kalimantan and Meulaboh to India, ensuring timely redelivery and adherence to client requirements.
- **Cargo Expertise:** Demonstrated expertise in handling Indo-India coal and PG-India gypsum cargoes, with in-depth knowledge of cargo characteristics, regulations, and logistics.
- **Client Relationships:** Established and maintained direct relationships with prominent charterers such as Minerals Development Oman, Hamdan Mining Oman, Al Jood Resources, Kanuooz Gabbro & Gypsum, and OPG Power.
- **Charterer Collaboration:** Collaborated directly with charterers including KIOCL, SAIL, Rashtriya Chemicals and Fertilizers, NMDC, and other notable entities. Actively participated in tenders and negotiations under the guidance of superiors.

## **THANKS & REGARDS**

ADIL SHAIKH  
+91 9768802144