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| **Anshuman Agrawal**  |

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**Profile / Summary**

I am currently pursuing a MSc. In Maritime Economics and Logistics, dedicated to leveraging seagoing experience, industry knowledge and academic expertise to excel in maritime, chartering, and supply chain roles. Ability in business development and identifying opportunities by successfully establishing an export business, building a loyal customer base and establishing robust supplier networks. Maintaining strong relationships with stakeholders including customers, suppliers, business partners and colleagues. Adapts businesses and strategies to capitalise on new and emerging opportunities while navigating a fast-moving landscape and creating a competitive advantage. Identifies cost saving opportunities to improve cash flow and increase profitability.

**Key Skills**

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| * Maritime / International Economics
* Business Development
* Entrepreneurial Mindset
* Personnel Management / Leadership
* Growth / Scale-up
* Ship Chartering
* Cargo Operations / Management
 | * Procurement
* Supply Chain Management
* Export Operations
* Stakeholder Engagement / Management
* Quality Control / Compliance
* Supplier / Vendor Management
* Customer Relationship Management
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**Career Highlights**

* **ANV Agro** was established in 2018 to operate in international commodity export trade. As Founder and Business Development Manager, spearheaded business inception and growth. Determined risks, challenges and opportunities; developed business plan; oversaw product procurement; forged supplier partnerships; led business development activities; and demonstrated tenacity and resilience in overcoming logistical, financial and supply chain challenges, including the upheaval presented by a global pandemic. Succeeded in steering small business to success, fostering trust and reliability with valued customers.
* Sought to diversify and expand their export portfolio in response to market demands and competitive pressures; optimised and streamlined processes to minimise level of intervention required. Succeeded in diversifying export portfolio, increasing revenue by 30% with a profit increase of 9%.
* **SSS Ship Management** were required to submit an aged cape size bulk carrier vessel for a P&I Club and Class inspection following a recent collision with cargo hold damage incurred. As Chief Officer, oversaw repairs and participated in inspection. Collaborated with onshore office, as part of senior management onboard ship developed plan; briefed and supervised shore crew for repairs; maintained adherence to safety and regulatory requirements; ensured weather tightness of hatch covers; and monitored loading operations. Succeeded in enabling vessel to pass rigorous inspection and recommence commercial operations. Overall second in command of the vessel and responsible for over 70 million dollars of value including cost of ship and cargo.

**Career History**

**Jan 2022 to Aug 2023: Independent Consultant (Start-ups and Small Businesses)**

Delivered counsel on financial, operational, and business development strategies for small business :

* Advised on implementation of financial, operational, and business development strategies.
* Identifying and capitalising on opportunities, optimising operational efficiency, and reducing costs.
* Provided guidance to support informed decision-making.

**Key Projects & Achievements:**

* Streamlined operations and cost reduction strategies, transforming a loss-making mining transport company into a profitable venture in under 4 months.
* For an US ventilation company, secured substantial savings of up to 80% on essential equipment and recruiting managerial talent.

**Jun 2018 to Feb 2022: ANV Agro Products: Founder and Business Development Manager**

ANV Agro Products was a commodity export company, transporting perishable goods from India to international locations including Europe, West Africa and Bangladesh.

* As Founder and Business Development Manager, oversaw operations, managing business partnerships and establishing strong customer relationships, ensuring client satisfaction and retention.
* Establishing networks with buyers and suppliers.
* Managed procurement processes, sourcing reliable suppliers and negotiating favourable terms to ensure timely and cost-effective delivery of goods.
* Demonstrated acumen and creative problem-solving skills in navigating challenges such as cultural sensitivities, financial constraints, and logistical issues.
* Leveraged maritime experience and industry knowledge in ocean export of goods.
* Facilitated business development efforts to expand market.

**Key Projects & Achievements:**

* Established a lucrative venture in international commodity export trade.
* Identified and capitalised on emerging export opportunities to diversify export portfolio, increasing revenue by 30% with a profit increase of 9%.
* Successfully pivoted business strategies in response to the COVID-19 pandemic, adapting to supply chain disruptions and stockpiling trends to maximise opportunities.
* Top of Form

**Aug 2022 to Nov 2022: SSS Ship Management: Chief Officer**

SSS Ship Management is an independent company based in Mumbai.

* Appointed Chief Officer onboard a bulk carrier vessel, responsible for all cargo operations and leading junior officers of the deck department in their day-to-day duties.
* Ensured safe cargo handling procedures, fitting, loading and unloading challenging cargoes.
* Assisted Master with implementation of Safety and Environmental Protection policies of the SMS, Contributing to the promotion of a ship-wide safety culture.
* Supported surveys and inspections to ensure the vessel remained in class.
* Inspected cargo securing equipment, lifting equipment, firefighting and lifesaving appliances.
* Managed deck crew of 7-9 people
* Prepared stability calculations, stowage plans and work permits.
* Supervised drills according to vessel drill schedules.

**Key Projects & Achievements:**

* Oversaw P&I Club and Class inspection following a collision with cargo hold damage incurred. enabling vessel to pass inspection and commence commercial operations.
* Supported careful introduction of wellbeing strategies and safety protocols to support management of unwell crewmate and facilitated safe repatriation at the earliest opportunity.
* Successfully maintained an exemplary safety record for all seagoing experience.

**Earlier Career**

* 11/2013 to 02/2018: Anglo-Eastern Ship Management: Various ranks of Deck Officer
* 07/2020 to 01/2021: SSS ship management: 2nd Officer
* 03/2022 to 07/2022: Tomini Shipping: 2nd Officer

**Education & Certification**

* MSc. in Maritime Economics and Logistics (in progress), Erasmus University, Rotterdam, Netherlands
* GARP Sustainability and Climate Risk (SCR) Certification (in progress)
* Bachelor of Applied Science in Nautical Sciences, Indira Gandhi National Open University, 2013
* Class 2 Masters License, Mercantile Marine Dept, India

**Personal Details**

* Location: Rotterdam, open to working in all countries. / Allowed to work in Netherlands
* Nationality: Indian
* Status: Allowed to work in Netherlands basis orientation visa on completion of course/submission of thesis
* LinkedIn: <https://www.linkedin.com/in/anshuman-agrawall-1b02bb122/>
* Working part time with Thuisbezorgd, Rotterdam as cycle courier.
* Available for full time from July 2024 (Classes break for thesis in June end)