

# DINA AAAAA

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## GLOBAL SEA FREIGHT LOGISTICS MANAGER

Extensive operational experience in international logistics transportation with 10+ years of managerial experience. Proven record of success driving improvements and performance focusing on customer service, cost reduction and business development. Promoted growth through realizing current and future business opportunities.

### EXPERTISE:

#### TRANSPORTATION & LOGISTICS

International ocean freight FCL and LCL, specialized cargo and over-sized freight handling, Third Party Logistics (3PL), export customs and regulatory compliance (AES), hazardous materials handling (DOT/IMDG), maritime safety, International laws and trade barriers (UCP600), Transportation Management Systems (AS400).

#### OPERATIONS

Consistently exceeds forecasts and increases revenue by more than 20% annually. Focuses on client needs and supply chain requirements while providing maximum operational flexibility.

#### LEADERSHIP

Take-charge leader who quickly overcomes challenges. Frequently boosts team motivation and customer satisfaction to achieve aggressive profit goals.

### WORK HISTORY

**Kuhne+Nigel Inc. / Export Sea Freight, Agricultural Division / Minneapolis, MN, 06/2006-present**

*Agricultural Division Operations Team Lead, 07/2012-present*

- Identified opportunity for growth, built and drove all phases of transforming new Agricultural Desk to Agricultural Division, which facilitated business expansion with major BCO's.
- Increased shipping volume (TEU) by more than 600% percent in four years.
- Designated as internal and external "First Point of Escalation Resolution" for agricultural logistics.
- Improved operational efficiency by creating and implementing a new process resulting in reduced response time to a customer from 24 hours to 1 hour.

*Ocean Export Agent, 01/2006-06/2012*

- Supervised all aspects of the shipping cycle to ensure lowest total cost and smooth movement under very tight timelines.
- Consistently outperformed by reviewing several carriers options to identify the most suitable and cost-efficient solution for the client while optimizing profit margins.
- Trained clients on export logistics, custom compliance procedures, International Business Regulations and Incoterms to facilitate best shipping/delivery solutions.

## CERTIFICATIONS

2010: International Maritime Dangerous Goods Code (IMDG)

2012: HAZMAT Shipping and Handling

## RECOGNITION

2015: Environmental Committee member

2014: Team recognition “Winner in Sales Growth 2012-2013”, Midwest Region Award

2013: Company representative at “10<sup>th</sup> Seed, Oil and Grain” Trade Summit

Haifa Chemicals LTD, Logistics Department / Haifa, Israel  
06/2001 - 08/2005

### *Export Coordinator, Middle East and Africa*

- Managed export supply chain and coordinated between production facilities and customers worldwide in 95 countries, carriers, customs brokers, banks and Israeli port and custom authorities.
- Oversaw carriers’ procurement and established sustainable transportation services for the smooth, uninterrupted flow of material according to customer orders.
- Analyzed market drivers for freight and utilized data to develop and recommend transportation strategies that ensure budget compliance.

## EDUCATION

Belarusian State University, Minsk, Belarus  
BS in Mathematics