

# Capt. Gaurav Bakshi

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## PROFESSIONAL PROFILE

A performance-driven and highly motivated Commercial Director with years of experience and proven success in business development and revenue generation. Couples strong leadership skills with business acumen in overseeing product development and directing marketing operations. Demonstrates excellent client relations management, and utilizes effective communication and interpersonal skills to ensure client/customer satisfaction. Cultivates a collaborative work environment as a member of a team, and is dedicated to delivering top-quality service to clients in a timely and organized manner.

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## CORE COMPETENCIES

- Strategic Leadership
- Financial Competence
- Negotiation and Problem Solving
- Network Influence
- Competitor Research
- Trend Identification
- Market Research
- Strategic Thinking and Planning
- Marketing Acumen
- Communication
- Revenue Generation
- Innovation Brainstorming
- Sales Cycle Management
- Decision-Making and Analysis
- Relationship Management

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## HIGHLIGHTS OF QUALIFICATIONS

### Smit Lamnalco

- Utilizes strategic leadership and a goal-oriented approach in spearheading P&L for the Indian Subcontinent region including India, Sri Lanka, Bangladesh and Myanmar
- Demonstrates business and marketing acumen in developing business and generating revenue

### Smit terminals

- Utilized effective interpersonal and communication skills as a freelance consultant to various companies
- Exhibited strong team leadership skills and sales acumen as a sales lead and advisor

### Smit Lamnalco

Rotterdam, Holland

- Demonstrated creativity and forward thinking in creating plans and processes to develop a Global/Group chartering department which would service all regions worldwide and link the company's core business and activities
- Utilized financial acumen in managing budget and business targets/KPI

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## CAREER SUMMARY

### Commercial Director

August 2016 - Jan 2019

Smit Lamnalco

South east asia and Indian subcontinent

- Demonstrates strategic leadership in overseeing P&L responsibility and ensuring every member of the team is invested in positively contributing to the growth of the financial situation of the organization
- Utilizes business and marketing acumen in developing business and generating revenue
- Demonstrates financial acumen in handling of every program and item contributing to profits or expenses
- Utilizes effective communication and interpersonal skills in engaging with various departments and teams to identify trends and cost-saving opportunities
- Exhibits forward thinking and an innovative outlook in improving and maintaining a healthy P&L statement

### Consultant

May 2014 – July 2016

Various

Mumbai, India

- Demonstrated effective written communication skills in providing marketing reports and contract guidelines
- Utilized strong leadership skills as a sales lead and advisor the multiple companies
- Demonstrated ability to work collaboratively and effectively in various organizational teams consisting of professionals from varied cultural and linguistic backgrounds

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## CAREER SUMMARY CONTINUED...

### Group Consultant

August 2013 – March 2014

Smit Lamnalco

Rotterdam, Holland

- Demonstrated ingenuity and forward thinking in creating plans and processes to develop a Global/Group chartering department which would service all regions worldwide and link the company's core business and activities
- Utilized project management and organizational skills in overseeing fleet planning, harmonization and standardization
- Applied effective communication and mentorship skills in managing staffing roles and responsibilities
- Supervised organization, structure, location and operating model of the department
- Demonstrated financial acumen in managing budget and business targets/KPI

### Regional Chartering Manager

December 2012 – August 2013

Smit Lamnalco

Sharjah, UAE

- Maximized revenue and profitability through chartering and commercial management of allocated and third party vessels (cross chartering) with a commercial focus on Middle East and India; budgetary portfolio of approximately 25M USD EBIDTA
- Utilized attention to detail and analytical skills to identify and obtain relevant tenders and contract documents
- Demonstrated meticulousness, effective written communication and time management skills in preparing comprehensive bids and agreement in a timely and accurate manner
- Commercially managed allocated vessel contracts
- Utilized effective communication skills and a collaborative work approach in liaising closely with operational staff in the preparation of vessels for prospective charters and the operation of all allocated vessels
- Ensured timely issuance of invoices and collection of payments from debtors for responsible business
- Developed a pool of companies required to support vessel third party rehire activities throughout the region
- Utilized client relations management and effective interpersonal skills to develop and maintain relationships with key client, competitor and industry personnel
- Gathered and provided to GM up to date and accurate market intelligence with regard to the provision of Marine Services, Offshore Support Services and activities in the oil and gas industries

### Business Development Manager

April 2011 – December 2012

Smit Lamnalco

Mumbai, India

- Demonstrated initiative and forward thinking in creating and establishing an office in India, and developing business for the newly merged company which consisted of the activities of SMIT terminals and Lamnalco, and included clients related to Offshore EPC, Offshore support, Oil Gas operators and developers, Port trusts, PSU Port developers, Subsea activities, SPM operations and maintenance, Diving and ROV support
- Utilized business and marketing acumen in developing and executing sales, marketing and business development strategy for key marine and subsea business segments with a budgetary portfolio of approximately 10M USD EBIDTA
- Delivered growth and new revenue streams, and solely managed existing global accounts and critical relationships
- Aided in devising, creating and implementing the overall sales vision and strategy for the business
  - **Sales Development Activity:**
    - Devised strategy, tactics, sales plans and profit targets
    - Built and maintained sales pipeline to deliver revenue growth
    - Liaised with an existing network of operational and business development managers to coordinate sales efforts to ensure maximum return for group
    - Designed and completed proposals, presentations, agreed terms of business and negotiated sale execution
  - **New Business Development Activity:**
    - Utilized partnership approach and operational management to identify and evaluate new markets for current services and products, and to seek out new opportunities

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## CAREER SUMMARY CONTINUED...

### Contract Manager

February 2009 to April 2011

Smit terminals Europe B.V.

Indonesia, Holland, Singapore

- Demonstrated leadership skills in supervising marine and harbor services for all vessels presently contracted to Bp by SMIT at Bp Tangguh Lng terminal in Indonesia; managed contractual, commercial, HSE, operational, vessel management, shipping and total liaison with joint venture company with a budget of approximately 6M USD EBIDTA
- Utilized time management skills and financial acumen in delivering assigned project within budget, schedule and contract requirements
- Demonstrated analytical skills in implementing, monitoring and achieving HSE, risk and quality targets for project
- Ensured projects are planned and executed with sufficient competency, capacity, systems and tools
- Utilized planning and decision making in conjunction with the Procurement Department, which is a selection of sub-contractors, vessels, resources and supplies
- Liaised with operations department to ensure safe and successful completion of offshore work
- Engaged with engineering department to ensure development of safe and robust procedures, and utilized client relations management to develop and maintain strong relationships with clients, partners and sub-contractors

### Shipping Manager

January 2008 – January 2009

Alghanim Shipping

Kuwait

- Demonstrated leadership and project management skills in supervising the following departments: chartering, freight forwarding, client liaising, trade fixtures, and project cargoes including heavy lifts for oil industry direct agencies for Shuwaik and Shuaiba ports, and direct booking agents for HEISCO dry-dock
- Reported to the Strategic Planning Manager, and overcame the challenge of establishing and driving operational excellence for distribution-related functions, whilst balancing the need to service customers in an efficient and cost-effective manner; superimposed on this scenario is a heavily regulated transport/shipping and storage environment
- Managed ship operations and customer requirements
- Developed contingency plans to meet customer needs and model deviation costing

### Port Control Manager

September 2007 – January 2008

APMT terminals

Salalah, Oman

- Utilized knowledge of international regulations, project management skills and strategic leadership in overseeing international regulations compliance, vessels management, berth assignment, and performa disbursement accounting
- Demonstrated effective communication and interpersonal skills in liaising with customs authorities and port agents
- Managed the development and constructions of new berths and jetties in liaison with private companies with respect to dredging, site construction, ware housing of materials, inventory control and vessel traffic system administration

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## EDUCATION and LICENSES

- Master Mariner F.G - Unlimited class 1
  - Applied HSE Management
  - ISO 9001 Internal Auditor
  - Diploma Framo Pumping Systems
  - Leadership Development Programme
  - STCW and various in-house courses
- Lbs - Mumbai  
Petroskills - London  
BSI - Netherlands  
Frank Mohan - Norway  
Debaak - Netherlands