
Marine Agent

Analytical and result-driven professional with 15+ years of experience resolving complex technical issues relating to marine operations and coordinating harbour, marine port, and vessel activities.

Possess operational and functional capability of dynamic positioning to handle the Vessel Management Systems. Proven record of accomplishing all necessary repairs as well as inspections to maintain the vessel as well as marine port operations in compliance with the standards of relevant regulatory authorities. Strong team leader, builder, and facilitator with in-depth knowledge and experience in managing and coordinating on- and off-shore processes of the shipping industry.

Highlights of Expertise

- Operations Management
- Risk Assessment & Mitigation
- Stakeholder Engagement
- Regulatory Compliance
- Marine Vessels, Facilities and Equipment
- Vessel Disbursement Accounts
- Cross Function Collaboration
- Port Permits and Customs Permissions
- Marine Traffic Regulation
- Staff Development Programs
- Team Development and Leadership
- Vessel Agencies Interaction

Career Experience

Hiralal & Co., Goa, India

Liaise with management personnel from different marine as well as port divisions, department offices, and vessels to identify, address, and resolve technical issues for better functioning of the core operations.

Technical Advisor (2012 to Present)

Guide masters of vessels for the seamless processes of the vessels operating under the agency. Conduct visits to the vessels for Port State control inspection and manage all the operational issues of the company's branches at the ports; New Mangalore, Jaigad, and Karwar. Oversee and mitigate technical issues present across p and I cases, dock safety department, and traffic department. As a PIC, deliver a better turnaround of the vessel and collaborate with ship chandlers, work shop, surveyors, and owner's superintendents for arrangement of port permits and customs permissions to ensure smooth operations during port stay of the vessel.

Selected Contributions:

- ◆ Successfully improved stakeholders' experience by effectively managing issues regarding excess wrongly charged bills on account of pilotage detention, towage, and berth hire by effectively dealing and negotiating the matters with the port authorities.
- ◆ Attained additional lengths at Mormugao port, India for docking the company's agency vessel by convincing the port officials with proper technical reasoning.
- ◆ Received refunds from the customs authorities for the custom duties through successful finalisation of long pending bill of entries for the vessels converted at New Mangalore port, Jaigad port, and Mormugao port.
- ◆ Established a strong presence of PSC inspection on the regular basis and ensured vessels' timely departure from berth by fulfilling PSC deficiency.

Port of Gangavaram, Andhra Pradesh, India

Oversaw marine vessels movements across the port through application of TRANSAS vessel traffic management system and coordinated with mooring pilots as well as vessel captains for safe docking and loading operations.

Deputy Manager, Marine Department of the Port (2009 to 2012)

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Monitored marine VHF and ground radio channels continuously and built radio contacts with ships seeking assistance regarding the port operation. Managed emergency situations reported from the ports regarding vessels and collaborate with personnel from port sites to address such state. Interfaced with inbound and outbound vessels regarding the vessels passing through port limits. Addressed and managed ISPS related incidents in compliance with instructions from Deputy Conservator, Harbor Master, and Dy Harbor Master. Developed and delivered reports relevant to berth and vessel status as well as maintained radio, ISPS, and weather logs.

Selected Contributions:

- ◆ Successfully averted the illegal sailing of an arrested Chinese vessel by effective monitoring of the vessel over the Radar, AIS and Vessel traffic system.
- ◆ Saved property and life loss by assisting a fishing boat with an engine failure by towing back to the port.
- ◆ Sited the missing wave rider buoy drifted from the original position within the port limits due to cyclonic weather and heavy swells.

DA-DESK FZE, Sharjah, UAE

Processed port disbursement accounts for bulk, project, and tanker operators worldwide in an ISO 9002 organisation.

Team Leader, Hamriyah Free Zone (2006 to 2009)

Estimated, attained, and received approvals regarding port DA from agents in a timely manner to avoid any potential delays to the vessel. Coordinated with the vessel operators to resolve technical and documentation issues. Performed reviews regarding the accounts submitted by the agents in compliance with tariff in force. Avoided unnecessary delays in time barred billing with charterers and owners by ensuring recipient of final Das with in the allocate schedule.

Selected Contributions:

- ◆ Generated significant amount of saving by identifying and eradicating the errors in the final disbursement accounts received from the ship agents.

Additional Experience

Senior Engineer (April 2006 to Dec 2006) ▪ Larsen & Toubro LTD , Gangavaram Port, India

Marine Officer (2002 to 2006) ▪ Krishnapatnam Port, Nellore , Andhra Pradesh, India

Assistant Manager (1997 to 2002) ▪ Sancoale Shipping Ltd, Goa, India

Trainee Tug Master (1995 to 1996) ▪ Tug Malini owned by M/s Great Eastern Shipping Co Ltd, Goa Port, India

Radio Operator (1992 to 1993) ▪ MCDERMOTT – ETPM, Mumbai, India

Education & Credentials

Bachelor of Commerce

Sri Krishnadevaraya University, Anantapur, Andhra Pradesh, India

Languages: English, Hindi, Marathi, and Telugu

Professional Development:

- Fellowship Diploma in Shipping Management - From Narottam Morarji Institute of Shipping Management, Mumbai.
- Pursuing ICS professional Examination conducted by Institute of Chartered Shipbrokers, UK.
- 2nd Mate Foundation Course from LBS Nautical College, Mumbai. A basic requirement for 2nd Mate (FG).
- GMDSS certificate issued by the Ministry of Communications, Govt. of India.