

Capt. Sundeep Dabral profile

Capt. Dabral joined T.S Jawahar in 1985 and completed his Pre-sea and mid-sea training. He was awarded best cadet award in both these trainings. He started his sea life working for Exxon Mobil. He worked for various companies and got command in OMI in 2000 and worked as master for 2 years before going to U.K to complete his M.Sc in Shipping, Trade and Finance from **Cass Business School**. He obtained distinction grade and majored in Liner Shipping and Shipping Law. Capt. Dabral was the only candidate selected from campus for a project management work in Turkey.

Later Capt. Dabral joined Mundra International terminal as Head of CFS, moving on to become Regional General Manager in Samsara group and then General Manager in Essar Group. Capt. Dabral then found his niche in trading when he joined Visa Bulk Shipping Pte. Ltd. as Vice-President and then went on to set up trading arm for Cinger International Shipping and Trading Pte Ltd. As his own entity His last two assignments were in Singapore.

CAREER SUMMARY

Cingler International Shipping and Trading Pte Ltd. / Singapore	May'10 – Jun '15
Head Operations / Director	
Visa Bulk Shipping Pte Ltd. / Visa Comtrade Asia Ltd., Singapore	Jul'07 – Apr'10
Vice President	
Essar Shipping (Essar Group), Mumbai, India	May'06 – Jul'07
Biz Dev & Operations (R.G.M)	
The Samsara Group (Part of the Sharaf Group, Dubai), Mumbai , India	Mar'05 – Apr'06
Regional General Manager (Port logistics /Bulk / Break Bulk/Containers)	
Mundra International Terminal (Managed by Gujarat P&O Ports), Mundra, Indi	Feb'04 – Feb'05
Head – CFS	
Operations Superintendent	
Ray Maritime Trading & Transport, Istanbul, Turkey	Aug'03 – Jan'04
Project Manager (Consultant)	
OMI, USA	Apr'00 – Apr'02
Captain (Master Mariner)	
Exxon Mobil / TK / OMI, USA & HMS, Berghsav, Norway	Mar'90 – Apr'00
Chief Officer, 2 nd /3 rd Officer- Concord (Scindia)	

Capt. Dabral has had a very distinguished service with many unique accomplishments. Just to highlight his accomplishments in trading, Capt. Dabral:

- ✓ **Acquired 5 Lines of credit from International Banks totaling US\$100 Million** and successfully liaised with Banks for a Trade Finance credit line to commence and start trading ops in Singapore; Achieved a 1st year turnover of US\$70 million.
- ✓ Recognized for **diversifying into other segments of commodity business** viz. coal, limestone & agro sectors as biz. diversifications strategy
- ✓ Implemented the **idea of single office manning contact** across multiple locations as a cost control measure/enhancement of profits
- ✓ Has been instrumental in **setting up his own shop overseas and obtaining Line of Credit and done trading and chartering** of ships as an entrepreneur
- ✓ Requirements for **obtaining equity, Liaising with EDB, IE, Trade Commodity Specialists, Banks, Leasing & Finance Houses** and Equity /Angel Investors , etc.
- ✓ Manage shipping finance biz. development cell for all Bulk / Break Bulk/Container and logistic activities
- ✓ **Respect and leverage Human Capital:** Motivate, mentor and lead talented professionals. Live the culture and lead by example. Expertise in building and motivating large teams that well exceed corporate expectations
- ✓ Overcome complex business challenges and **make high-stakes decisions** using experience-backed judgment, strong work ethic and irreproachable integrity