

Louis du CHALARD

Sales Engineer maritime transport & international logistic



About me

Name Louis du Chalard

Nationality French

Date of birth 28/05/1986

Marital status Single

Location France, Paris

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WORK EXPERIENCE

Sales engineer - hub MED/ NAF manager - logistic and operational transactions at « Worms Services Maritimes »

Sep 2013 – present

Paris, France

<http://worms-sm.com/>

Communication skills/

Business planning and development/

Key project management.

- Since January 2016, **Sales engineer**, building solid relationships with decision makers,
- **Tender manager**, using creativity and negotiation skills to win high value and long-term contracts. ENGIE= 30 calls on Suez Canal transit in 2017, business turnover \$14.M. FRANCE TELECOM MARINE= 125 worldwide calls in 2017, exclusive world hub agent, huge financial stakes.
- **Hub area manager**, hosting the agency network, proven success in leading, developing and coaching teams to create a high performing business development function.
- Till December 2015, **logistic and operational coordinator**, improving a wide range of reliable contacts across the industry to ensure strong support network for customers.

Assert myself as a result oriented and hands-on person with an extensive commercial network MED/ NAF/ FAR EAST.

General manager - forwarding agent – port consignment representative at « Société de consignation de Mauritanie »

Dec 2011 – Jun 2013

Nouakchott, Mauritania

<http://grandsmoulinismauritanie.com/>

HR skills/ West African

market know-how/

Global logistic/ Claims management.

- **Ship agency operations' manager**, leading strategic business opportunities, annual budget allocation and objectives' assessment.

3PL logistic provider, planning stevedoring, post carrier haulage and developing strategic partnership.

- **Protecting agent**, providing husbanding services to tramping vessels, compliance with legal port regulations, coordinating stakeholders and securing grain transportation.

Commercial experience and strong consulting skills in minimizing risk and cargo shortage, learning from the field study, gaining in autonomy and self made development with strong leadership fulfillment through a range of 70 people team-based management.

Sales' representative - cross trade branch at « CMA-CGM »

Jun 2011 – Dec 2011

Marseille, France

<http://www.cma-cgm.com/>

Grasp core maritime transport business, to create efficient and cost effective operations.

- **BtoB focal point**, ensuring customer satisfaction, issuance and BLs control, double checking cargo commodity code and customs 'classifications, fulfilling TC booking, optimizing routing and fighting against empty TC return, providing support to ship planner.
- **Promoting EDI time saving process**, (Electronic Data Interchange), using same with Customs at Manifest stages and Bill of Entry, with Ports when dealing with Container stowage planning, Cargo dues and (un)Loading list (Stowage Instructions) or with Principals booking and TCs moves, strengthening relationships with forwarding agents, developing trust on our specific services, providing expertise in best routing to undertake, while promoting ownership lines.
- **Data analyst**, communicating on services' issues and reporting to Managers' department, meet with all national port regulations in which Tcs transshipped, organizing multimodal arrangements to minimize offloading.

EDUCATION

Sep 2010 – Sep 2011

<https://formation.kedge.edu/>

Executive Master maritime transport and international logistic

EUROMED MANAGEMENT MARSEILLE / KEDGE BUSINESS SCHOOL

French State Certified diploma, Niveau I Code NSF 311N-312N -

Sep 2007 – Jun 2010

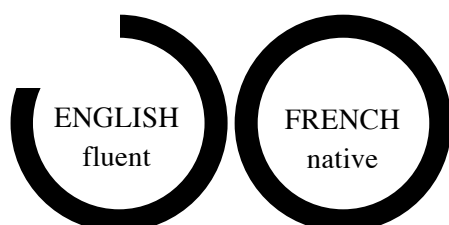
<http://www.wales.ac.uk>

<https://www.dbs.ie/>

Master of Science in International business and consultancy 2009 - 2010 Wales University

Bachelor in Marketing 2008 – 2009 Dublin Business School

LANGUAGE



PROFICIENCY

Windows/Mac Os X ★★★★★☆

Office Pack ★★★★★☆

EDI CMA-CGM ★★★★★☆

AP + ★★★★★☆

SeaPort ★★★★★☆

PERSONAL INTEREST

