

## CURRICULUM VITAE

Name: **Paul Black**

Location / Contact: Kent, UK. tel: 01732-353458

Date of Birth: 19 September 1963

Education: **MBA, FICS**

## CAREER HISTORY

- 2002- CONSULTANT UK, USA, Middle East, Asia**
- 2004 Ports, shipping and logistics consultancy (incl. ISPS & ISO)
- Port of Los Angeles
  - SSA Marine (largest private terminal operator in US)
- 2003 APL agency Egypt, Sokhna Port Development Company  
Logistics Consultant
- Research, evaluation, market entry strategy and implementation plan into Contract Logistics
  - Shipbroking & chartering advisor in handymax and general cargo markets mainly cement, timber, fertilisers
- 2003 FedEx UK partner - Business Post Group plc (express freight and logistics)  
Operations Manager in a high intensity, cross-docking environment
- Managed operations, change and reorganisation of an express logistics operation
  - Maximized operational performance by reducing freight transit times, reducing errors
  - Ensured customer vendor contract requirements were administered and enforced, achieving and maintaining KPI's and service level performance of 98% in line with contractual requirements
- 2002 Analysis of E.U. Market Access to Port Services Directive & ISPS code.
- Liaison with UK government in the implications and implementation for UK ports.
- 1999-2000 HARRISON LINE UK**
- Commercial Manager.** Shipping line and logistics service provider, turnover \$74 million. Management of commercial, marketing and agency functions. Chartering assistance
- Active leadership role in managing turnover and increasing profitability through selective business development and marketing. Building productive relationships with existing and potential customers. Rationalized existing customer base to focus on only profitable business, resulting in a 130% increase in EBIT from (\$4.29m) to \$1.31m
  - Managed, motivated and coached a network of 22 overseas agents, setting and monitoring KPI's, structures and systems. Researching, evaluating, appointing, terminating and developing agents
  - Responsibility for forecasting, preparation of proposals, offers, bids and tenders, quickly establishing credibility and making persuasive presentations at senior level
  - Interacting effectively at multiple levels negotiating and managing contracts with major shippers including ICI, UDV, Rover, BMW, Nestle, and Philip Morris
  - Chartering-in and operation of container vessels on time and voyage charters.
  - Proactively took advantage of the challenges in automation and IT developments by jointly project-managing the scoping and implementation of a bespoke Customer Relationship Management IT system.

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|------------------|---|---------------|
| <b>1991-1998</b> | <b>AL-BAHAR &amp; SONS</b><br><b>General Manager.</b> Logistics, ports & shipping agency, shipbroking, chartering   | <b>Kuwait</b> |
|                  | <ul style="list-style-type: none"> <li>• P&amp;L and budget responsibility for all commercial, operational and administrative management, formulating and implementing business development and operational strategy</li> <li>• Increased profitability, grew the top line and built a strong shipping &amp; logistics organization through development of new and existing business</li> <li>• Management of liner, marketing, and port operations for HUAL, Nedlloyd, NSCSA and Hoegh Lines</li> <li>• Set up, managed and developed logistics, NVOCC and forwarding activities for Geologistics (Lep), Charles Kendall and Conterm</li> <li>• Set up and managed shipbroking, chartering, agency &amp; vessel operation for petrochemical, reefer, fertiliser, grain, timber, paper and general cargoes up to panamax size vessels</li> <li>• Set up Ship Chandling business achieving profitability and 18% market share in 12 months</li> <li>• Introduced CMA-CGM in preparation for a CMA-CGM Kuwait joint venture in 2003</li> <li>• Acquired and set up the cargo airline agency activity of MNG Istanbul</li> <li>• Advised the port authority through the privatisation of port services</li> <li>• Secretariat to the Kuwait Shipping Agents Association</li> <li>• Project managed the planning, purchase, installation and maintenance of an IT network.</li> </ul> |               |
| <b>1987-1991</b> | <b>HELLMANN WORLDWIDE LOGISTICS</b><br><b>Manager.</b> Shipping agencies, logistics, and freight forwarding   | <b>UK</b>     |
|                  | <ul style="list-style-type: none"> <li>• Initiated and executed a business development and marketing strategy, increasing turnover from \$3.1m to \$4.2m by leveraging business relationships with the suppliers to existing project clients</li> <li>• Management of logistics and project forwarding operations for Caltex Oil, refinery management and maintenance in Bahrain and Philippines</li> <li>• Managed marketing and operations of NYK, CMB &amp; CMZ Europe, Africa &amp; Far East services</li> </ul>  |               |
| <b>1985-1987</b> | <b>WORMS CARGO</b><br><b>Supervisor.</b> Liner agencies and Project forwarding  | <b>UK</b>     |
|                  | <ul style="list-style-type: none"> <li>• Supervisor of air and sea project forwarding to Oman Ministry of Defence</li> <li>• Supervisor of liner agency sales for NCHP, Delmas, CGM, ABC, Montemar</li> <li>• FCL, LCL, Break-Bulk, Port operations, Freight Forwarding, Project Forwarding</li> </ul>  |               |
| <b>1981-1985</b> | <b>MITCHELL COTTS</b><br><b>Port Clerk.</b> Shipping agency   | <b>UK</b>     |
|                  | <ul style="list-style-type: none"> <li>• Training in container and break-bulk liner operations, port operations and logistics operations as agent of CMB. FCL, LCL, Break -Bulk, Overland, Rail, Port operations, Freight Forwarding</li> </ul>   |               |

## TRAINING AND OTHER SKILLS

### ***Professional Qualifications:***

- ILT – Institute of Logistics & Transport
- FICS – Chartered shipbrokers – Distinction, awards and top of class.
- FIFP – Fellow of the Institute of Freight Professionals.

### ***Additional Information:***

- Published work: Analysis of the use of IT in customer supplier relationships – The Sales Research Trust
- City of Los Angeles - Director of Port Marketing - Eligibility examinations & interview: Rank 1, Score 96%
- Management of the valuation and lease re-gearing negotiations for the trustees of a 7,000sqm central London property
- Interests: Tennis, diving, skiing. Voluntary work, School Board of Governors, Catering Taskforce and Youth-work. Start-up and development of owner managed business.