

# Dr. Pushendra Pratap Singh, a visionary in Shipping & Logistics Fraternity

*CargoInsights, in an exclusive interview with Dr. Pushendra Pratap Singh, explored his journey in the Shipping and Logistics industry over the years.*



After finishing his bachelor's degree, **Dr. Pushendra Pratap Singh** attended GNIIT at NIIT. Later, he earned a Master of Business Administration from AIMA-CMA in New Delhi. He had the vision to build, grow, and expand his career while also manifesting himself as a happier, richer, more successful, healthier, and in love person. To accomplish this, he began his career in sales with the renowned USA-based freight forwarding company Schaefer International in 1998. In 1999, he joined WW Shipping Agencies (as an agent for Samudera Shipping Line Ltd.). In 2006, he joined Agility Logistics, a Kuwait-based multinational, as Manager, Business Development, and was given the opportunity to develop air and ocean freight through shippers and consignees. In 2008, he became the manager of sales at Jas Forwarding Worldwide. Within a year, his efforts were rewarded, and he was promoted to Regional Manager, Business Development Ocean (North), where he was assigned to the north India freight forwarding team. In 2013, he expanded his horizons by joining Hanjin Logistics India, as National Manager, Strategic Sales. Hanjin Logistics, a Korea-based multinational with headquarters in Seoul, specialises in global freight forwarding, warehousing, and road transportation.

In 2017, EUSU Logistics, a



**Dr. Pushendra Pratap Singh**, Country Head, Asia Shipping International Transport

Korean multinational, appointed him as Chief Commercial Officer. He was dedicated to the overall business growth and operation of the company in India. In 2019, Asia Shipping International Transport hired him as "Country Head- Commercial." Given his performance and leadership abilities, he was promoted to "Country Head" after only a year on the job. In this role, he led the PAN India team and was accountable for overall business growth in India. The journey is to take hold of yourself, your life, and your continued success. Success... doesn't really have an end.

In accordance with his school of thought, logistics operations should be automated for better decision-making. Implementing and fully utilising such tools automates the work process and makes daily tasks easier. It increases

employee productivity and fosters strategic alliances with logistics partners for the convenience of carrying out shipments on a daily basis. It is best to employ individuals who are familiar with the analysis and complexities of such resources that result in data examination for management objectives. He believes that it is possible to swiftly spot changes by staying up to date with market conditions. Both the air freight rate and the ocean freight rate fluctuate. In order to immediately take advantage of spot rates or bargain for lower rates with carriers, the organisation should position itself to include flexibility in its rate procurement process. The journey collectively attributed to elevating Shipping & Logistics to new heights.

With the overall expansion of the Overseas Network and PAN India presence, the companies where he worked saw tremendous financial growth. Having more than 22 years of extensive proficiency in numerous assignments, he enthralled excellent communication, Problem-Solving Skills with Leadership Aptitude & in-depth knowledge of the Logistics Industry standing me out of the crowd in the Shipping & Logistics Fraternity. Demonstrate a positive approach, optimism, relentless hard work, dedication, passion, and kindness to my team members, colleagues, associates and friends attributed collectively to my phenomenal success.