

# Capt. Deepak Purushottam Divekar

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Date of birth: 04<sup>th</sup> February, 1956

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## SECURITY/ FACILITY / LOGISTICS/ OPERATIONS / MARITIME SECURITY

### PROFILE:

- Talented and accomplished professional with **years of combined experience with the Shipping Industry and also in Branch Operations, Region Management and Aggressive Target Achievements.**
- **Dynamic, proactive and fortified** with Experiences in Deep Sea rescue Operations, Cable laying operations in the vicinity of North Pole. Spent several months with scientists, in Antarctic region.
- Consummate professional with notable experience with the **Shipping Industry, with 17 months of experience with Tankers, 55 months with Bulk Vessels and 40 months with G.Cargo.**
- **Successfully sailed with different Nationality crew and Officers** (Pakistani, USA, UK, Australian, and Chinese etc.). Command Experience of Seven years.
- A history of significant **profit, volume and customer satisfaction achievements which illustrate the ability to combine cost control, revenue growth and process improvements** through effective **sales planning, and tenacious in building new business**, securing customer loyalty, good comprehensive and presentation skills.
- **Radio License** (Global Maritime Distress & Safety GMDSS). UK
- Adept at **consensus building, crisis- management, problem solving and negotiations.**
- Outstanding **analytical and reasoning skills** with abilities to work efficiently in high-pressure environment.

### Competencies:

Country/Regional /Branch Operations ✧ ✧ Strategic Planning ✧ Quality Assurance ✧ Maritime Security ✧ Vendor & Process Management ✧ Resource Management
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### Sea Hawk Security, Mumbai (CEO, Maritime Security) and Director (Operations) Manned Guarding

**July 2015 till 15<sup>th</sup> Feb 2018**

- 1) Training and Recruiting MARCOS (Marine Commando's) for placing them on Clients Ships for protection from Somali Pirates.
- 2) Looking after Operations of Land Based Security (Pan India)

### Maritime Asset Security and Training (MAST), Ltd UK ICM, In Country Manager (India)

**Dec 2011 till June 2015**

**Training and Recruiting MARCOS (Marine Commando's) for placing them on Clients Ships for protection from Somali Pirates.**

**TOPS SECURITY**

**Jan 2009 till Nov 2011**

## **Regional Director (Pune)**

**HERTZ  
2008**

**Sept 2006 – December**

### **Regional Manager**

#### **Responsibilities: (Sales and Operations)**

- Effectively look after entire branch operations and Sales enabling smooth functioning and management on a regular basis.
- Comply with and strictly adhere to quality benchmarks through a Quality Control Manager.
- Undertake statutory renewals for the fleet, direct and lead fleet managers/supervisors at different levels.
- Prepare and generate fuel reports on time and ensure complete cost control. Enable and effect maintenance of all cars on schedule.
- Ensure reservations and execution of client requirements on time on a daily basis, assisted by an Operations Manager. Ensure that the duty slips are opened and closed properly.
- Ensure that the enquiries are passed on to the Sales Manager on a regular basis. Ensure that Sales team is regularly updated/reminded on their target achievements.
- Monitor and supervise finance and accounts while managing all IOU's, settle impress within the stipulated time frame.
- Exercise control on operating costs, ensuring that all units make optimum utilization of all cars.
- Select vendors and ensure that they are covered under an agreement.
- Monitor allotments to ensure that all cars make positive GOM.
- Generate MIS encompassing car utilization report on a daily basis from all units.
- Ensure preparation of Incident and Investigation report and that the same is sent to all concerned.

## **TOPS SECURITY LTD**

**Nov 2004 – Sept 2006**

### **Regional Manager, Sales, Maharashtra Region (Nov 2005 – Oct 2006)**

#### **Responsibilities:**

- Enhanced sales and business for the entire region while managing a team of sales managers.
- Procured new business, clinched deals and played an integral role in increasing revenue for the organization.

### **Branch Head, Pune (Nov 2002 – Oct 2005)**

#### **Responsibilities:**

- Entrusted with the responsibility of business development for the group, ensuring market penetration and sales.
- Monitored, controlled and managed branch functions, including enrolment and training of security guards/supervisory staff.
- Deployed guards as per client requirements, liaised with the clients to ensure customer satisfaction.
- Handled all aspects of functions pertaining to facilities management while ensuring employees' welfare. Introduced Best Practices and growth programs for them.

#### **Key Achievements:**

- Collected revenue to the tune of 15 million per month.
- Successfully led, mentored, directed and led a team of 1800 security guards, 100 supervisors, 15 Area Officers and connected administrative staff.

**SHIPPING EXPERIENCE:**

Company	Vessel				Period	
	Name GRT	Rank	Type		From	To
ETA SMC	GEM of 25131 Madras	MASTER	BULK		04/02/2002	05/08/2002
Radiant	Radiant Sun 14540	MASTER	BULK		18/04/2001	18/08/2001
Killick	IBN. Abdoun 15455	MASTER	G.CGO		27/06/2000	17/09/2000
Killick	IBN. Moataz 15455	MASTER	G.CGO		17/08/1999	24/03/2000
Killick	IBN. Tufail 15455	MASTER	G.CGO		14/08/1998	30/03/1999
Killick	IBN. Abdoun 15455	MASTER	G.CGO		24/02/1998	01/06/1999
Confidence	Fernie 63153	CHIEF OFF	BULK		02/09/1996	15/04/1997
Confidence	Buccleuch	2/O	BULK	89164	23/08/1995	24/03/1996
Nortrans	Zaffarana 55716	2/O	FPSO		20/11/1994	27/03/1995
Sigma	Sulby 52751	2/O	TKR		09/05/1994	11/10/1994
Samrat	Starshine	2/O	BULK	35068	13/08/1993	27/02/1994
Samrat	Star of Miranda	2/O	BULK	31362	01/09/1992	31/01/1993
Killick	Nautilus	2/O	TKR	36376	06/02/1992	06/05/1992
Samrat	Star Shine	2/O	BULK	35068	15/12/1990	27/07/1991
SCI	Sarojini Naidu	2/O	TKR	29487	27/01/1990	27/07/1990
Avis Marine	Secil	Acting C/O	G.CGO.	3143	02/12/1988	20/12/1989
Denholm	Cincinnatus	2/O	BULK	16032	20/05/1988	20/05/1988
New Century	Delta Misr	2/O	G.CGO	11549	25/08/1987	25/03/1988

**Gulf East Shipping, Hong Kong****1976 – 1982**

- Undergone training and apprenticeship.

**EDUCATIONAL QUALIFICATION****Graduation (B Sc Maths) from Dhote Bandhu Science College Gondia in 1976**

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### **CERTIFICATIONS**

- (AFF) Advanced Fire Fighting, C. No. 010500 /P.S.C. / Survival at Sea, C. No. 003851
- First Aid, C. No. MMA / CR / 87 / 97
- A.R.P.A, C.No. 1092 / GMDSS , C. No. GG – 2692 Endorsement 95 Done
- PSSR, C. No. 00793 / Indos No. OONL6943
- Refresher and Updating: MMTI/170/2001

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### **TRAINING PROGRAMS**

- Successfully completed the following in-house programs with TOPS Security
  - **Kick Boxing, Tactical Movement with Team Co-ordination**
  - **Security Response to Bomb Threat, Raid and Hostage Rescue**
  - **Joint Manipulation, Control and Breaking**
  - **Weapon Disarming, Defense Driving, Executive Protection Tactics**
  - **Tai Chi and Stress Management Techniques**

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### **LANGUAGES KNOWN**

English, Hindi, Marathi, Gujarati and Punjabi.

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<b>Certificate of Competency</b>	:	Master (F.G.) Sr. No. IF – 6615
<b>Indian CDC No.</b>	:	BY – 58119
<b>Passport No.</b>	:	A – 0719758, Valid