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## Harry Hussein

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I am a dedicated service and results oriented individual with over 28 years experience in many aspects of the maritime business seeking to utilize my variety of skills, knowledge and experience to contribute to a company's quality and success with opportunities for personal growth and development towards upper management.

### Professional Strengths

- Respected in the maritime industry.
- Excellent customer service skills, both with direct and indirect contacts with customers.
- Developed new business while maintaining existing accounts.
- Negotiated terminal and stevedore contracts.
- Negotiated carrier concessions directly with ILA.
- Operations management and Strategic planning
- Detail oriented, flexible and dependable
- Desire for continuous learning and improvement; enjoy new challenges
- Ability to learn tasks quickly

### Professional Experience

#### Abou Merhi Lines (USA) LLC

November 2007 – May 2009

Regional Manager

- Formed the USA LLC and opened up a commercial and customer service office.
- In the first year of full operation (2008) company was one of the top carriers of used cars to Cotonou.
- Negotiated stevedore & terminal contracts as well as concessions with the ILA.
- Negotiated customer service contracts.
- Coordinated loading with stevedores and provided vessels stow plan

#### HOEGH USA

January 2000 – October 2007

General Manager of the Baltimore office / National Sales Manager POV's.

- Responsible for overseeing all POV customers in North America, which also included direct sales account canvassing.
- Direct sales responsibility for the states from Virginia to Maine, Southern California, and Eastern Canada for all cargo commodities
- Monitored competitors POV cargo lifting's' to Europe, Middle East and West Africa.
- Company's liaison with Maryland Port Authority and Diamond State Port Corporation.
- Operations support for cargo handling issues.
- Negotiated concessions for implementing split gangs in Baltimore with the ILA

#### Other.

- Member of Management Review Committee.
- Was a DNV certified ISO 9002 auditor.
- Board member of Steamship Trade Association (STA) of Baltimore.
- Attended sales conferences in the USA, Middle East and West Africa

**NYKNOS BALTIMORE**

July 1994 – December 1999

Middle East Sales Manager and Cost Control Manager

January 1999 – December 1999

General Manager Sales &amp; Marketing

July 1994 – January 1998

- Responsible for all liner sales and marketing activities, monitored various budgets, such as gross revenue (aprox USD 55 million in 1998), marketing / PR budget of aprox USD 200,000 in 1998.
- Coordinated all sales and marketing activities within the NYKNOS agency network.
- Monitored competitors freight rates and cargo lifting's.
- Lines coordinator for talking agreement with competitors.
- Sales account canvassing within North America, including Eastern Canada.
- Coordinated with host agent (either in USA or Middle East) sales and marketing strategy conferences.
- Distributed competitive statistics to all agents.
- Protected principals' interests in ensuring that vessel and cargo related costs are maintained at a fair market price.
- Verify and enforced compliance with existing agency agreements and expeditious accounting of funds erroneously posted
- Compared and analyzed vessel actual port costs against agents estimated costs and approved all USA origin vessel expenses.
- Monitored stevedore performance in USA ports of load.

**NOSAC VANCOUVER**

January 1993 – June 1994

Shipping Manager

- Coordinated the daily operation of the lines service between the companies' offices in Canada, Japan, the head office in Oslo, Norway as well as the local agent in Vancouver BC.
- Performed sales and customer relation functions with companies' contract and non-contract partners.
- Sales representative for WALLNOS, a joint RO/RO service between Wallenius Lines and NOSAC operating from the US West coast to Taiwan and Japan.

Other employment

**NOSAC JAPAN**

January 1989 – December 1992

Additional work experience can be provided on request

**Professional Education**

Redbridge Technical College, Romford, England

September 1974 – June 1975

Beal Grammar School, Woodford, Essex, England

September 1970 – June 1974

**Professional Training & Organizations**

- Fairly proficient in Microsoft Word, Excel and some PowerPoint skills,
- Have been a DNV certified ISO 9002 auditor.
- 2<sup>nd</sup> Vice President Propeller Club of Baltimore.
- Steamship Trade of Baltimore board member