

**PROFILE OF GADAGOTTU SAMBASIVA RAO**  
**FOUNDER & MANAGING DIRECTOR**  
**SRAVAN SHIPPING SERVICES PRIVATE LIMITED**

Big ideas of the ground-shifting variety are rare -- and hard to pull off. But that's the difference between the dreamer and the doer. An entrepreneur with rare blend of humility, farsightedness, sound judgment, resolve and leadership is his natural forte. He is the torch bearer for economic and social change, rare breed, who sees opportunities where others see challenges, succeeded in his ventures so far and also have demonstrated clear promise and leadership to lead his company into national level.

Mr. G.Sambasiva Rao is a Post Graduate in Commerce and is having Professional qualifications and experience in the field of Export, Import, Marketing and Sales Management. He has 33 years of rich experience in the Shipping Industry. He explored his capabilities from office assistant to Branch Manager in a multi crore and multi divisional company BINNY LIMITED, accepting the challenges.

He quit BINNY LIMITED to fulfill his inner urge for success and to bring out the entrepreneurship and to create professional ambience in the world of cut-throat competition by establishing a concern called SRAVAN SHIPPING SERVICES PVT.LTD. in the year 1997with a meager amount of Rs. 5 lakhs with branch offices at Hyderabad & Kakinada, which is providing end-to-end logistics by giving services in Stevedoring, Customs House Agency, Transportation, Cargo Handling, Warehousing, Container Freight Stations and other allied shipping support services provider in the city of destiny i.e. Visakhapatnam as a strategic location has become a name to reckon in port operations and management.

A visionary with a down to earth personality, has set very ambitious growth plans for the company. His passion and drive to achieve the results has given him the recognition in high business circles in and around Visakhapatnam. He has grown leaps and bounds and expanded his infrastructure facilities into entire foray of logistics with an addition of land banks around Vizag and Kakinada and ventured into warehousing activity.

Expansion is buzzword for him. His core competitive strength is his ability to respond flexibly as a group to changes in the business environment. It was his own intuition, his radar-like feel for establishing first ever container Freight Station in the private sector in port city of Visakhapatnam being nearer to natural port in the state of Andhra Pradesh in 2004 with requisite infrastructural facilities along with emerging technologies to provide end-to-end logistics services. This has redefined his vision & employees more than 1200 people with a valuation of 100 crores turnover per annum. He is one of those rare birds who have made a meaningful mark in the landscape of logistics sector in the city of destiny. Purpose inspires people like him.

Active member among the Visakhapatnam Industrialists as

- ❖ Member – AP CII State Council
- ❖ Co-Chairman – AP Ports & Logistics Panel

- ❖ Past Chairman – Confederation of Indian Industry (CII-Visakhapatnam zone) for 2013-14
- ❖ President of CFS ( Container Freight Station ) Operators Association Visakhapatnam
- ❖ President – Visakhapatnam Customs House Agents Association
- ❖ President – Visakhapatnam Warehouse Owners Association
- ❖ EC Member in National Association for Container Freight Stations
- ❖ Vice President, Kakatiya Cultural & Educational Society
- ❖ Treasurer, Kakatiya Public School , Visakhapatnam
- ❖ External member for Industry-Institute –Interaction Cell – TEQIP-II for Gitam Institute of Technology under Gitam University, Visakhapatnam

After years of unflinching determination, progressive endeavors and rigorous tapasya, he is on the verge of earning operational supremacy today. His values of integrity, commitment, passion, speed and seamlessness, have been his driving forces in this journey. In terms of customer service and on time delivery, it has been his impulse to command excellence since 1997. Passion sprouts in every inch of his commitment. Great ideas are hard to come by. Putting them to work is even harder. Yes, he turned concept into company and changed the face of business by moving forward with determination by setting new benchmarks.

Awards and medals are galore naturally, for the man whose credentials are impeccable, some of the best is:

**“TV 5 Business Leader for the year 2012”** in Services Sector (Medium) for continued success in fulfilling clients 24 X 7 support & customer’s satisfaction in Logistics not only in service but in excellence too and the consistent strategy that has defined its unmatched performance, year on year by the Chief Minister of Andhra Pradesh Mr. N.Kirna Kumar Reddy on 18<sup>th</sup> May 2013.

**International Recognition Award :** “ Global Indian Achievers Award ” to Mr. G.Sambasiva Rao, Managing Director, Sravan Shipping Services Private Limited for Outstanding Performance in the field of Industrial Development of the country and “ Gold Medal ” to Sravan Shipping Services Private Limited by the Institute of Economic Studies, New Delhi on 31<sup>st</sup> July 2013 at India Habitat Centre.

**National Level Award :** “**Entrepreneur of the Year – “SCM & Logistics Services”** for 2013 from Ritu Mariya Editor-in-Chief of SME Entrepreneur Magazine at a glittering Award Ceremony in Hotel Claridges, Surajkund, Delhi, NCR on 6<sup>th</sup> of July by for outstanding achievement & success in fulfilling clients satisfaction 24/7 not only in service but in excellence too and the consistent strategy that defined its unmatched performance in SCW & Logistics sector.

**“The Hans India SME Excellence Award 2013 for Best Performer of the Year – Service Sector ( Medium )** for continued success in fulfilling clients 24 X7 support & customer’s satisfaction not only in service but in excellence too and the consistent strategy that has defined its unmatched performance, year on year from the Smt. Geetha Reddy, Hon’ble Minister for Major Industries, Andhra Pradesh. Others include Justice B.Chandra Kumar, Hon’ble Judge, High Court of Andhra Pradesh, Sri. K.Ramachandra Murthy, Editor-in-Chief, THE HANS INDIA at glittering Award Ceremony by THE HANS INDIA NEWSPAPER AT Hotel Marriott, Hyderabad today (15<sup>th</sup> July 2013).

**‘PRIDE OF INDIA AWARD’** along with **GOLD MEDAL** to Mr. G.Sambasiva Rao, **Managing Director**, Sravan Shipping Services Private Limited for his encouragement to contribute towards industry and

economy of the nation by the Institute of Economic Studies, New Delhi at Princess Alexandra Hall at The Royal Over Seas League, St. James Street, LONDON, SW1A 1LR on 18<sup>th</sup> October 2013 given by the Former Prime Minister of United Kingdom Mr. Gordon Brown.

**National runner up in The Mahindra Transport Excellence Awards 2013 in the “Fleet Owner” both in Dry bulk and Exim Containers category for alternative thinking in the pursuit of outperformance** held on 9 January 2014 by Shri. Oscar Fernandes, Hon. Minister of ministry of Road Transport and Highways, Government of India, gave away the awards. Chief Guest. Mr. Anand Mahindra , Chairman & Managing Director- Mahindra & Mahindra Ltd, Dr. Pawan Goenka, Executive Director & President – Automotive & Farm Sector, Mahindra & Mahindra Ltd, along with Mr. Nalin Mehta, Managing Director & CEO-Mahindra Trucks and Buses Ltd, were present at the ceremony.

**“SKOCH Order-of-Merit Certificate” & “ Skoch Achiever Award 2014 ( for India’s Best SMEs ) Highest Independent Civilian honour** from Mr. Montek Singh Ahluwalia, Deputy Chairman, Planning Commission, govt. of India on 22<sup>nd</sup> March 2014 at India Habitat Centre, New Delhi.

**National Award for Efficient Position under Logistics Services in CII SUPPLY CHAIN AND LOGISTICS EXCELLENCE AWARDS** for the year 2013 in the national level on 22<sup>nd</sup> of May in Hotel Taj Mahal Palace, Mumbai during CII - Supply Chain And Logistics Excellence (SCALE) AWARDS awarded by Shri. Vijay G Kalantri, Chairman & Managing Director, DIGHI PORT, MUMBAI on behalf of Confederation of Indian Industry (Institute of Logistics), Chennai

But he will not rest on past laurels. There is lot more ahead and miles to go before we change the face of business by moving forward with determination by setting new benchmarks.