

W. D. SHANIL AMESH COSTA

HEAD OF SHIPPING & LOGISTICS | MANAGER

+94 770094524 | ameshcosta@gmail.com | Moratuwa, Sri Lanka | linkedin.com/in/shanil-costa-899459234

PROFESSIONAL SUMMARY

Strategic logistics and supply chain leader with over 12 years of proven expertise in managing complex shipping and logistics operations, customs compliance, and cross-functional teams across the apparel, manufacturing, and export sectors. Demonstrated success in delivering 15-20% reductions in freight costs while improving on-time delivery performance to over 97%. Possesses a strong analytical mindset with the ability to identify operational inefficiencies, implement process improvements, and drive measurable cost savings. Skilled in vendor negotiations, customs compliance, and stakeholder management across both regional and global operations. Currently leading shipping operations as Head of Department, overseeing end-to-end logistics functions, regulatory compliance, and strategic cost optimization initiatives

CORE COMPETENCIES

Freight Forwarding • Customs Clearance & Trade Compliance • Import/Export Management • Incoterms & HS Code Classification • 3PL/4PL Management • Carrier Negotiation & Rate Management • Letter of Credit (LC) Management • Landed Cost Optimization • Supply Chain Risk Management • Route Planning & Optimization • Strategic Planning • Team Leadership & Development • Cross-Functional Collaboration • Vendor & Stakeholder Management • BOI/EDB/Customs Regulatory Compliance • ERP Systems (SAP, TOPS, WFX, GAPRO) • Real-Time Dashboard Creation • KPI Monitoring & Analytics • Data-Driven Decision Making • Problem-Solving

WORK EXPERIENCE

Head of Shipping & Logistics (Manager) | DSL Lanka (Pvt) Ltd, Biyagama Export Processing Zone, Sri Lanka | Dec 2024 – Present

- Oversee end-to-end logistics operations including inbound/outbound shipments, warehousing, and transportation for a BOI-regulated manufacturing facility.
- Develop and execute import/export shipping strategies in full compliance with BOI, EDB, Sri Lanka Port Authority, Sri Lanka Customs, and applicable Incoterms.
- Lead carrier negotiations and rate management with freight forwarders and 3PL/4PL providers, optimizing landed costs and maintaining service levels.
- Manage Letter of Credit (LC) documentation, HS code classification, tariff valuation, and all customs clearance activities to ensure zero delays.
- Supervise preparation and validation of shipping documents including Certificates of Origin, Bills of Lading, commercial invoices, and import/export permits.
- Implement supply chain risk management protocols; proactively resolve shipment disruptions to maintain seamless end-to-end delivery.
- Align logistics and import schedules with production plans to sustain raw material availability and efficient warehouse operations.
- Create real-time dashboards for shipment tracking and logistics visibility; present KPI reports and cost-saving insights to senior management.
- Lead and develop a team of 8 logistics professionals, fostering a culture of continuous improvement and operational excellence.

Assistant Manager – Operations & Key Account Management | Globactiv Logistics (Pvt) Ltd, Colombo, Sri Lanka | January 2024 – November 2024

- Managed key client accounts in the logistics sector, building long-term relationships with shippers and carriers to ensure consistent service delivery.
- Acted as main liaison between clients and internal departments; identified client needs and proposed tailored logistics and freight forwarding solutions.
- Led contract negotiations, RFQ submissions, and pricing discussions with freight forwarders and 3PL providers, balancing profitability with customer expectations.

- Monitored shipments, resolved customs clearance issues and delivery delays, and implemented corrective actions to improve operational efficiency.
- Analyzed key account metrics including shipment volumes, service levels, and profitability to identify growth opportunities; presented account dashboards to senior management.
- Kept clients informed of market trends, regulatory changes, and trade compliance updates to support strategic decision-making.

Assistant Manager – Operations | Hayleys Eco Solutions, Colombo, Sri Lanka | 2020 – 2023

- Planned and managed export shipment movements handling over 500 TEUs monthly across five Sri Lankan factories and one Indian factory.
- Coordinated with international and local freight forwarders, shipping lines, and Hayleys group shipping teams to secure optimal freight rates and meet customer-specific requirements.
- Oversaw daily container movement and last-mile transport planning, ensuring timely dispatch aligned with production schedules and customer KPIs.
- Collaborated with production planners and factory managers to align order readiness with shipment plans; tracked order book to ensure on-time dispatch.
- Liaised with government and regulatory agencies to secure testing certificates and ensure smooth customs clearance at destination ports.
- Maintained real-time operational dashboards covering container movement, demurrage tracking, and order progress; delivered weekly performance updates to senior management.

Merchandiser – Executive Operations | Inqube Global (Pvt) Ltd, Colombo, Sri Lanka | 2018 – 2020

- Coordinated with international customers and local buying offices to manage contracts, confirm delivery schedules, and provide shipment updates.
- Entered and maintained PO and contract data in ERP systems (TOPS, WFX), ensuring alignment with production and delivery timelines.
- Tracked Critical Path (TNA) to ensure on-time delivery within stipulated lead times; conducted weekly PSR meetings with customers on order status.
- Followed up on timely shipment bookings with the shipping department, ensuring compliance with customer KPIs and delivery milestones.

Accounts Assistant | Al Mawasem Real Estate Company, Abu Dhabi, UAE | 2016 – 2017

- Coordinated with tenants on lease agreements and payments; prepared tenancy and payroll reports and compiled monthly and annual financial statements.

Merchandiser | Intima (Pvt) Ltd, Panadura, Sri Lanka | 2013 – 2015

- Managed end-to-end order process from confirmation through final shipment; liaised with suppliers for raw material sourcing and monitored daily factory operations.

EDUCATION

Master of Business Administration (MBA) – Logistics & Supply Chain Management

University of Sunderland (UK) via ICBT Campus, Colombo, Sri Lanka | *Expected: September-2027*

OTHM Level 7 Diploma in Logistics & Supply Chain Management (Postgraduate Level) – In Progress

G.C.E. Advanced Level

St. Sebastian's College, Moratuwa, Sri Lanka | August 2013 - *Results: 1B, 2C, 1S*

G.C.E. Ordinary Level

St. Sebastian's College, Moratuwa, Sri Lanka | December 2010 - *Results: 4A, 2B, 3C*

ACHIEVEMENTS & OTHER

Basketball – Under-19 Captain (2012); All-Island Tournament Champion (U15, U17); College Sports Colors (2012 & 2013)

Valid Sri Lankan Driving & Riding Licenses. | Nationality: Sri Lankan.

References available upon request.