



# INTERNATIONAL **TRADE & LOGISTICS** **COURSE**

Build a Career in Global Trade, EXIM Operations  
Freight Forwarding & International Logistics

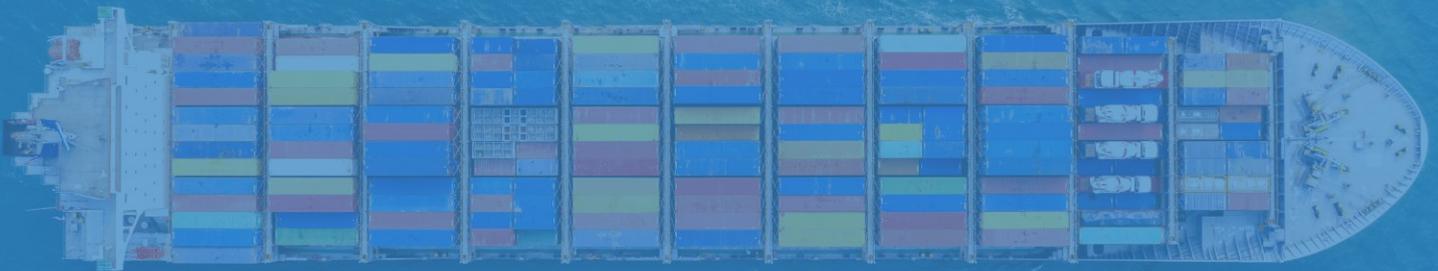
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Shaping  
Professionals  
for Global  
Supply Chain  
Success

## About The Program

This programme provides a complete understanding of global trade, **Export Import Operations, Freight movement, Air/Sea Logistics, Documentation, Customs Procedures, and Supply Chain flow**. It prepares students for industry roles across export houses, logistics companies, freight forwarders, trading organisations, and SCM departments.



## Who It's For

Students looking for industry oriented career skills

Working professionals wanting to shift into EXIM/logistics

Beginners who want practical training in global trade

Entrepreneurs wanting to start export or import businesses

Why Ties Institute

# Why Choose Ties Institute?

Ties Institute stands out for its industry-focused curriculum and practical learning approach that prepares students for real-world careers in Global Trade, Export-Import, Logistics, and Supply Chain operations. With Expert Faculty, hands-on training in documentation, customs procedures, and exposure to live industry cases, students gain the confidence and job ready skills needed to excel. The institute offers strong placement support, connecting learners with leading export houses, logistics companies, freight forwarders, and SCM departments ensuring smooth entry into the industry.



Curriculum built around Real Industry requirements



Step-by-step Training on Global Shipping & Trade processes



Ideal for starting your own Export/Import venture



Personality Development + Communication Skills



Strong Placement Support



Detailed EXIM Documentation Practice



## Ties Institute Key Highlights

The program provides essential training in Export-import operations, Logistics, Customs procedures, and Supply chain flow, supported by real-case learning and practical documentation practice.

With expert guidance and strong placement support, students are prepared for job-ready roles in logistics companies, export houses, and freight forwarding firms.



100% Practical EXIM  
& Logistics training



Live Documentation  
practice



Hands-on exposure  
to Shipping & Customs  
Process



Real-World case  
studies from International  
markets



Guidance from Industry  
Experienced Faculty

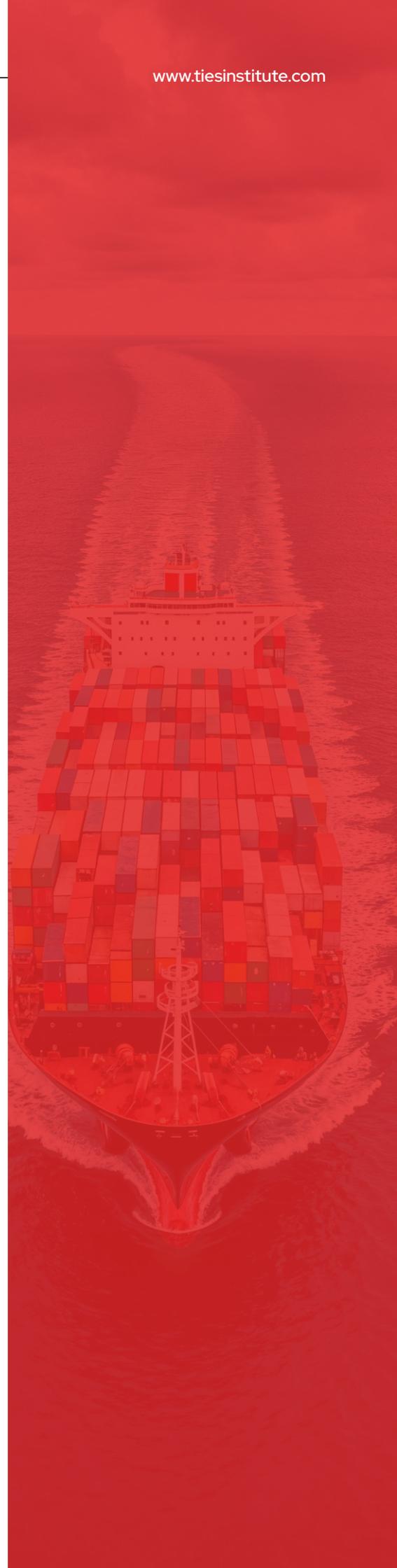


Placement Support for  
Career assistance

Ties Institute

# Career Opportunities

- ✓ International Business Developers
- ✓ International Marketing Consultants
- ✓ Relationship Executives / Managers
- ✓ Global Trade Executives / Managers
- ✓ Export / Import Executives / Managers
- ✓ Foreign Trade Executives / Managers
- ✓ Customs Executive / Documentation Specialist
- ✓ Global Trade Automation Manager
- ✓ Transportation Executives / Managers
- ✓ Global Distribution Executives / Managers
- ✓ Logistics Executives / Managers
- ✓ Supply Chain Executives / Managers
- ✓ Global Sourcing Executives / Managers
- ✓ Customer Service Executives
- ✓ Inventory Control Executives
- ✓ Logistics & Distribution Executives
- ✓ Manufacturing Supervisor
- ✓ Materials Analyst / Planning Executive
- ✓ Operations Executives / Managers



# A 360° Learning Programme for International Trade

A future-ready programme focused on operational clarity, documentation accuracy, compliance mastery and strong business understanding.

## Commercial Geography & Global Industries

Understanding how global trade flows, industrial hubs, and geographic connectivity shape international business decisions.

- World Trade Patterns
- Major Global Industrial Clusters
- Commodity Trade Movements
- Transport & Connectivity Geography
- Geopolitical and Economic Influences

## INCOTERMS, Payment Terms & International Compliance

Practical exposure to commercial terms, global payment systems, documentation accuracy, and cross border compliance.

- INCOTERMS 2020 Applications
- International Payment Mechanisms
- HS Classification & Export Compliance
- Quality and Safety Regulations
- Trade-Related Risk Management

## Accounts, Finance, Banking & Forex

Core financial skills required for export costing, pricing, forex decisions, and banking procedures.

- Export Costing & Pricing Methods
- International Banking Procedures
- Foreign Exchange Handling
- Duty Drawback, GST & Key Indian Taxes
- Bookkeeping & Financial Statements

## Shipping, Logistics Ports & ICD Operations

Operational knowledge of ocean freight, container movement, port processes and statutory shipping documentation

- Containerisation & Sea Freight
- Shipping Line & NVOCC Operations
- Port & CFS Workflows
- ICD & Dry Port Operations
- Essential Shipping Documentation

## Most institutes talk. We train!

Hands-on learning designed for  
real-world application

### Air Cargo Operations & Cargo Handling

Step-by-step training on air cargo systems, safety rules, and airport terminal operations.

- Air Cargo Fundamentals
- MAWB/HAWB Handling
- Airport Terminal Procedures
- Dangerous Goods Regulations
- Air Cargo Documentation

### International Business Law

Legal frameworks that govern global trade, contracts, customs, and liability across logistics chains.

- International Trade Agreements
- Export Contract Essentials
- Customs Law & Tariff Rules
- Intellectual Property in Trade
- Logistics & Carrier Liability

### Supply Chain Planning Warehousing & Inventory

Planning, designing, and controlling modern supply chains with industry used tools and techniques.

- Demand & Supply Planning
- Warehouse Layout & Design
- Inventory Control Systems
- Transportation Planning
- Digital SCM Platforms

### Production, Operations & Quality Management

Managing production workflows, quality standards, and supplier networks for export operations.

- Export-Oriented Production Processes
- Operations Planning
- Quality Assurance & Standards
- Lean Tools for Efficiency
- Supplier & Vendor Management

## There's Growth, there's Demand, and there's Real Money !

Skills aligned with market growth and career stability

### Export-Import Procedures & Documentation

Hands-on training in export registration pre-shipment processes, customs paperwork, and digital platforms

- Export Licensing & Registration
- Pre-Shipment Workflow
- Export Customs Documentation
- Import Clearance Procedures
- Digital EXIM Portals

### International Marketing

Understanding global markets, pricing logic, branding preferences and cross-cultural buyer behaviour.

- Market Research Techniques
- Export Pricing Strategy
- Global Branding & Packaging
- Cross-Cultural Negotiation
- Export Promotion Activities

### Resume, Interview & Employability Skills

Focused guidance to prepare you for corporate roles with strong communication presentation, and interview confidence.

- Industry-Specific Resume Building
- LinkedIn Profile Optimisation
- Interview Techniques & Mock Sessions
- Confidence & Grooming Skills
- Workplace Communication & Etiquette

### Starting Your Own EXIM Logistics Business

End-to-end understanding of how to set up, operate, and scale an export or logistics business.

- Business Registration & Setup
- Building an Export Business Model
- Starting a Freight Forwarding / Logistics Firm
- Vendor & Carrier Partnerships
- Marketing & Client Acquisition Strategies

# Faculty You Can Trust

Industry experts with real-world EXIM and logistics experience

## Ibrahim Shaikh

Supply Chain Management

A seasoned Logistics and Supply Chain Management professional with 25+ years of experience across the automobile, manufacturing, and telecom sectors. His expertise spans logistics, procurement, warehousing, and end-to-end supply chain operations. With an additional 7+ years in training and skill development, he brings a powerful blend of industry experience and educational leadership.



## Madhav Apte

Supporting Exporters

Madhav Apte, a B.Com graduate from Pune University, has over 35–40 years of experience in Customs Brokerage and Freight Forwarding. He has worked with Indian and Japanese organisations, supporting exporters and importers in ensuring smooth cargo movement across destinations. With deep domain expertise in EXIM operations, he also guides new entrants and startups looking to build a career or business in international trade.

# Faculty You Can Trust

Industry experts with real-world EXIM and logistics experience

## Naina Salve

Aviation Educator Specialist

Ms. Naina Salve is an aviation educator specialising in Air Cargo Operations and Logistics Training. She brings strong practical knowledge of cargo handling, documentation, regulations, and real-world cargo movement. Her training emphasises industry-ready skills, operational accuracy, and professional grooming, preparing students for global cargo and logistics careers.



## Prasad Mhankale

Logistics Analyst

Prasad Mhankale is an Export-Import and Supply Chain Management professional with 9 years of industry experience. He currently works at Eaton Technologies in Global Supply Management as a Logistics Analyst. His core strengths include EXIM documentation, Trade Compliance, SCOMET licensing, and BIS regulatory processes.



# THANK YOU!

JOIN OUR TRAINING PROGRAM



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