

Curriculum Vitae

Pranshu Bhardwaj				
Name	Pranshu Bhardwaj			
Position	Manager- Business Development & Operations			
Date of Birth	15.08.1990			
Education	<ul style="list-style-type: none"> • Master of Business Administration (MBA), Delhi School of Management, Delhi Technological University • Bachelor of Technology (Electronics & Communication), Amity School of Engineering & Technology 			
Certifications	<ul style="list-style-type: none"> • ICTRD Certified Digital Marketing Expert • Project Management Simplified- LinkedIn • Big Data Analytics-Griffith University • SCMPPro- Confederation of Indian Industry(CII) • Certificate in Digital Marketing- MSME- Technology Development Centre • Certificate in Enterprise Management- IIT, Delhi • The fundamentals of Digital Marketing- Google • Inbound Marketing Certified- HubSpot Academy • Google Analytics Advanced- Google Analytics Academy • Certificate in International Transport & Logistics- ITC SME Trade Academy • SAP Sales & Distribution • UGC NET Qualified 			
Employment Record	From	To	Company	Position Held
	Jan 2020	Present	NICDC Logistics Data Services (NLDS)	Manager-Operations & Sales
	June 2016	Jan 2020	Hyundai Motor India Limited (HMIL)	Assistant Manager-Export Planning
	2012	2013	Squircle IT Consulting Pvt. Ltd	Associate SAP Consultant (Sales & Distribution)
Brief Profile	<p>Pranshu Bhardwaj has more than 5 years of experience in working across various sectors including handling end-to-end supply chain, exports, interacting with all relevant stakeholders comprising the supply chain. Currently, He is heading Business Development at NICDC Logistics Data Services where he is responsible for Conceptualizing & implementing competitive strategies for generating Sales, developing & expanding market share towards the achievement of revenue & profitability targets.</p>			

	<p>Driving business growth by delivering high-quality solutions, establishing high-value accounts and building customer retention strategies.</p> <p>Identifying new sales leads and pitching products and/or services. Maximizing sales opportunities, proactively creating new opportunities, developing & managing relationships with key internal & external stakeholders.</p>
Countries of Work Experience	India
Languages	English, Hindi

Work undertaken that illustrates the capability to handle the task assigned

Project: Implementation of **Logistics Data Bank** services across India for tracking & tracing of EXIM containers

Year: 2020 – Present

Location: Noida, Uttar Pradesh, India

Client: NICDC Logistics Data Services

Positions Held: Manager Operations & Business Development

Activities Performed:

- Coordinate and develop solutions for key customers assigned to improve service levels & add value in the supply chain.
- Coordinate with **Shipping lines, Port authorities, Container Freight Stations & Inland Container Depots** etc for getting the feedback on LDB analytics report & LDB platform.
- Ensuring speedy resolution of queries & grievances to maximize client satisfaction levels; maintain excellent relations with the clients for retaining them to generate avenues for additional business.
- Visiting key clients & prospective customers to further business. Responding to RFQs by customers & preparing RFPs for various requirements.
- Tender participation & further evaluation of **PQ & TQ, Contract Management.**
- Coordinating with Government bodies & stakeholders such as **NHAI, LPAI, Customs(for integration with e-seal), Indian Port Authority for API integration with Port Community System(PCS 1x)** etc
- Approval taken from **Land Port Authority of India to install RFID readers at Integrated Check Posts(Petrapole, Jogbani, Agartala & Raxaul) to give real-time visibility of all EXIM containers at Indo-Nepal(Birgunj) & Indo-Bangladesh border.**
- Developing questionnaires for all stakeholders & taking feedback from them. Questionnaire consists of open-ended, close-ended(dichotomous), MCQs, Likert Scale questions.
- Data has been gathered every month from all the **27 port-terminals, 139 CFS/ICDs & analyze the percentage change in the container volume and share it with the concerned ministries(DPIIT, NITI Aayog etc)** & other stakeholders for further action & decision-making.
- Performed extensive research on **Freight Traffic Analysis via Road & Rail for different commodities & new initiatives taken to enhance its efficiency i.e. Multi-Modal Transport, Transport via Waterways, Dedicated Freight Corridors(DFCC), Optimum mix of commodities via various modes of Transport(Road, Rail, Waterways, etc.).** Analysis & subsequent insights were shared with the Ministry of Shipping to use them for informed decisions.
- Continuously scanning the latest happenings & trend in the logistics industry & generate valuable marketing-insights for the company to formulate the future strategy.

- Continuously evaluating & enhancing the role of Logistics Data Bank(LDB) in improving India's rank in Logistics Performance Index particularly in track & trace parameter & how **LDB services & its analytical reports can be beneficial for states to improve their rank in the LEADS index published by Ministry of Commerce. LDB's contribution in stopping the pilferage(safety of cargo), inventory management(timeliness) & track & trace by giving real-time visibility.**
- Working on some of the initiatives to increase the LDB's role in National Logistics Policy by facilitating the trade & creating the ecosystem for ease of doing business in India. Some of the initiatives are API integration with **CBIC ICEGATE for tracking of documentation clearance in addition to container tracking, Integration with E-seal(POC Stage), Integration with FASTag(Ongoing)** etc.
- Generating revenue for the company through the selling(B2B Sales) of LDB services via Application Program Interface(API) integration with major Exporters/Importers & other stakeholders(CFS/ICD, Transporters) & take periodic feedback from them.
- Steering API integration with LDB with **major CFS/ICDs, Freight forwarders & major exporters importers helping facilitating the trade.**

Project: Exports, Business Development, International Logistics, New Product Development, & arranging funds(Letter of Credit, Telegraphic Transfer) for overseas channel partners.

Year: 2016-2020

Location: India

Client: Hyundai Motor India Limited

Position Held: Assistant Manager-Exports

Main features: Managed international Sales & Marketing across Africa, M/East, APAC & Latin America. Pre & Post shipment handling of entire procedure of export, coordination with shipping line & **CHA**. Applying & obtaining IEC, RCMC, export house status certificate & getting renewal of the same. Secured documents from Chamber of Commerce, Export Inspection Agencies, Insurance agencies, statutory bodies, applying for ECGC limit for single & multiple buyer. Filing , liaisoning with **DGFT** & obtaining advance license, **MEIS** license, Export incentives license application.

Activities Performed:

- Submitted the online SI.
- Compared the quotation of multiple freight forwarders with cost break up & delivered timelines. Negotiated with freight forwarders for booking containers & vessels to get the best price at timely deliveries.
- Arrange the container as per vessel schedule. Monitoring inbound & outbound transportation.
- End-to-End follow up for the shipments & coordination with overseas distributors.
- Organizing logistics for export operations(loading & dispatching) by various mode of transport(Multi-Modal).
- Coordination, review & follow up with purchase & planning for scheduling export dispatches.
- Arrange & negotiation with transporter for the vehicle as per the required shipment.
- Procure the E-seal/self seal as per current norms.
- Preparing GST Tax invoice & export invoice under LUT bond.
- Follow up with the distributor for the timely Letter of Credit or Telegraphic transfer payment.
- Forecasting SKD & CKD parts requirement based on market & historical trend & seasonality.
- Develop questionnaires for the distributors & conveyed their feedback to the production team for customization. Questionnaire consists of open-ended, dichotomous, likert-scale, ranking, picture choice for a new model feedback & demographic type of questions.
- Invoice management, CI, Dangerous Goods Notes etc.

Project: Worked in coordination with Kabo Solution on a number of key projects, some of which include NIGERIA LNG HCM & Logistics Solution Deployment & Nigeria National Petroleum Corporation (NNPC) ERP rollout.

Year: 2012-13

Location: Andhra Pradesh, Hyderabad, India

Client: Squiracle IT Consulting Pvt. Ltd.

Position Held: Associate SAP SD Consultant

Main features: Project involved interaction with state owned enterprises of Nigeria for ascertaining their requirements & further customization. Worked with developers to design/test new applications developed to support the SD area of the business.

Activities Performed:

- Testing, assist in the development of test scripts.
- Work closely with other team members to develop new & innovative business applications from SAP's suit of solutions.
- Look for opportunities to build professional relationships with clients' management team.
- Customize & develop the SAP SD system in a project team, supported by experts.

Project: Performed Primary Market Research by developing questionnaires & interacting with customers and finally generating reports for developing marketing insights which helped management in data-driven decision making.

Year: 2015

Location: Delhi

Client: Mother Dairy fruits & vegetables pvt ltd.

Position Held: Intern

Personal Details:

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Linkedin ID: <https://www.linkedin.com/in/pranshu-bhardwaj-618515168/>

Hobbies: Yoga, Gym, Reading

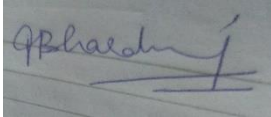
Achievements: Won 2nd prize in the debate organized by DTU Cultural Festival on “ How to reduce India's dependency on imports, increase India's exports, reduce fiscal deficit & maintain BoT & the role of Monetary Policy”

Organized a skit on “Swachh Bharat Campaign” on 2nd October' 2014 to raise awareness about cleanliness awareness & benefits of it.

Led & Organized a yoga campaign on 21st June'2015.

Certification:

I certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any willful misstatement described herein may lead to my disqualification or dismissal, if engaged.

A handwritten signature in blue ink, appearing to read 'A. Bhattacharya', is written over a horizontal line. The signature is cursive and includes a large, stylized initial 'A'.

25/Nov/2020

Authorized signatory

Date & Place