

# G KALYAN MURTHY

Versatile & result-driven professional focused on achieving exceptional results in highly competitive environments, constantly translating vision into winning strategies; targeting challenging & rewarding assignments in **Sales, Business Development & Logistics** with an esteemed organization

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## Profile Summary

- **Strategic Professional offering 23 years of year-on-year success in generating sales & achieving business growth objectives** by investigating new business opportunities & maximizing the competitive strength for long-term success
- **Successful career chronicle in turning around business** and enhancing the value of operating business units through process improvements focused on sales & best practice identification and implementation
- Maximized revenue opportunities through effective forecasting, pricing, rate management, optimal business & distribution channel mix
- ❖ **Consistently delivered multiple digit growth of Revenue, Market Share YOY and improved ROI** long-term planning
- ❖ **Directed functions pertaining to sales target achievement (volume & value)**, channel, & distribution management (length/width/depth of distribution), brand growth & profitability and people development
- ❖ **Forward focused leader** with proven skills in devising organization values & vision in compliance with external regulations, performance standards, internal policies & procedures to deliver organizational goals



## Core Competencies

Sales & New Business Development

Financials (Budgeting & Forecasting)

Compliance / Go-to Market Strategy

Logistics & Port Management ( ICD / CFS )

Exports / Imports

Market Intelligence

P&L Management/ Revenue Expansion

Strategis Planning & Development

Team Building & Leadership



## Soft Skills



Active Listener



Innovative



Communicator



Thinker



Intuitive



Collaborator



## Education

- ❖ Bachelor's in Commerce from Pt. Ravishankar Shukla University, Raipur 1996



## Training, Certifications & Affiliations

- ❖ Certification of ISO 9001: 2008 Internal Auditor Training Course Nov'2011
- ❖ Certification of IMDG Course Apr'2011
- ❖ Diploma in Advanced Software Technology from CMC Tarnaka, Secunderabad from January 1998 to June 1999



## Career Timeline



Since Feb'22 WIZ Logtec Solutions Pvt. Ltd, Hyderabad as AGM-Sales  
Jul'21 – Jan'22 Agility Logistics P Ltd, Hyderabad as Sales Manager  
Jan'20 –Jun'20 Consultant, Hyderabad  
Aug'18 – Dec'20 KPCT Pvt. Ltd., Hyderabad as AGM - Marketing  
Nov'12 – Mar'18 Goodrich Maritime P. Ltd., Hyderabad as Branch Manager  
Apr'07 – Oct'12 United Liner Agencies, Hyderabad as Asst. Manager -Sales  
Sep'03 – Mar'07 Seaways Shipping Ltd., Hyderabad as Assistant Manager  
Aug'02-Aug'03 Haytrans (I) Pvt. Ltd., Hyderabad as Sr. Marketing Executive  
Aug'01-Jul'02 Hindustan Cargo Ltd., Hyderabad as Marketing Executive  
Jul'99-Jun'01 Murali Agro Products Ltd., Nagpur as Jr. Programmer

**Key Result Areas:**

- Developing business & marketing strategy by bringing in innovative ideas to increase the business volumes & the market share
- Recommending best practice logistics vision, strategy, policies, processes and procedures to aid and improve sales
- Evaluating logistics solutions, liaising with internal stakeholders, suppliers, logistics providers, transportation companies and customers
- Implementing best practice logistics principles, policies and processes across the organisation to improve operational and financial performance
- Ensuring consolidation & de-consolidation for optimal cost thus helping the customers gain the benefit.
- Presenting solutions to logistics problems while maintaining high levels of quality and service within budgetary requirements
- Negotiating rates and contracts with transportation and logistics providers
- Making recommendations for logistics processes in potential new facilities or plants and advise of cost implications and efficiency
- Assessing the savings by removing waste or unnecessary steps in the logistics process
- Formulating budget planning & getting approvals from the leadership
- Developing strong relationships with all stakeholders in the logistics process
- Ensuring customer retention by taking continuous feedback & also by integrated '360 degree' views of customer data help you serve them more effectively
- Adhering to compliance with import/export regulations/customs regulations and legal and health and safety requirements
- Leading new business initiatives and projects and contribute to review meetings and change process and ensuring effective logistics implementation takes place relating to the changes

 **PERSONAL DETAILS**

**Date of Birth:** 27th March, 1975

**Address:** Hyderabad

**Languages Known:** English, Hindi & Telugu