

Curriculum Vitae

PERSONAL DETAILS:

Name : VIJAY KUMAR
Date of Birth : 10-11-1993
Gender : Male
Marital Status : Single
Nationality : Indian
Address. : T 83 PATEL NAGAR Kanpur nagar 208007(UP)
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CAREER OBJECTIVE:

Looking for an opportunity to utilize my best skills experience and education in logistics, freight forwarding, sales & operations, purchase & supply chain management industry

CORE COMPETENCIES

- ◆ Excellent negotiation skills, convincing power & ability to manipulate the people for mutual benefits
- ◆ Capable to close pending customer related issues/ outstanding by identifying the blocks and communicating the case report to management along with suggestions.
- ◆ Directly Handling imports from China, Far East & Europe Trade lane and Booking 40 FCLs / Month
- ◆ Possess strong business acumen in executing export- import forwarding, L/C as well as custom clearance, total logistics and warehousing deals.
- ◆ Developed KPI reports, MIS reports for new Business units like Free Zones, SEZ, SIDCOs & Industrial Areas

ACADAMIC QUALIFICATION :-

M.B.A(Marketing and Operation): From Meerut University in 2018

M.A : from Kanpur university in 2017
B.Sc. : from Kanpur university in 2013
Intermediate : from U.P Board in 2009
HighSchool : from U.P Board in 2007

WORKING PROFILE:

Organization : UDAAN B2B ONLINE PVT LTD
Duration : nov 2016 to 10 march 2018
Designation : Sales Executive.
City :: KANPUR NAGAR

Organization: UPS EXPRESS PVT LTD
Duration. : 15 march 2018 to feb 2021
Designation :: Account Executive- Bussiness development
City :: KANPUR NAGAR

Organization :: DTDC EXPRESS LTD
Duration. :: March 2021 to till date now
Designation : Assistant manager-Exim sales
City :: KANPUR NAGAR

1. Sales/ Business Developments, Operations & Customer Service.

◆ Conduct basic marketplace intelligence and research to map business potential of existing customers as well as identify new customers for Customs Brokerage, Freight Forwarding and Logistics Services.

◆Assesses and organizes logistics in terms of transport requirements, receipt, handling, storage and distribution of relief items and establishes proper warehousing and recording systems including assets.

◆Trade lane & Customer base developments for Air & Sea Freights to / from China, U.S.A & majorly Europe.

◆ Establishes a detailed procurement program plan to determine appropriate specifications of required items, according to established guidelines and procedures and in coordination with Supply Management

◆ Participate in identifying corporate sales planning and strategies for Shipping services

◆To increase the profitability of the company through cross selling and deep selling of the organizations product offering across freight forwarding / transport, contract logistics and customs clearance Etc.

- ◆ Keeping close eyes in growth and developments of Industry as well competitors to reform our services.
- ◆ Respond to RFQs, RFIs, belongs to Freight Contract, Warehouse and Container Freight Station.
- ◆ Identifying potential suppliers, visiting existing suppliers & building / maintaining good relationships.
- ◆ Negotiating and agreeing contracts and monitoring their progress - checking the quality of service provided.

2. Operations

- ◆ Deal with and overcome objections rose by customers and ensure solutions are in sync with customer expectations
- ◆ Develop pricing and business models based on customer needs for all his requirements.
- ◆ Keeping close eyes and level of service to customer provided by operation and customer services team.
- ◆ Collating all client information, sales meets and other vital information onto the sales tracker and ensuring the team also completes the same within stipulated timelines.
- ◆ Responsible for accounts receivable collections and bad debts resolution. Coordinates Incoming and outgoing Shipping activities to ensure accuracy, integrity and condition of shipments.
- ◆ Reviews shipping notices, bills of lading, invoices, orders and other records to determine shipping schedules utilizing knowledge of shipping procedures, routes, and rates.
- ◆ Trade lane development for Air & Sea Freights to / from China Europe & U.S.A.

COMPUTER Skills:-

Proficient in Microsoft Office, specifically in Outlook, MSWord, Excel and PowerPoint & presentation of Data Workable knowledge of SAP, MIS and

PERSONAL ATTRIBUTES

◆Self-motivated, Proactive , Self-starter and a Good team player

◆Professional image, polished presentation, Physically and Psychologically Strong Personality

◆Creative and productive approach towards challenges for competition in Market and Industry

Declaration

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

Place: Kanpur

Vijay Kumar