 Curriculum Vitae

MAHENDRA KUAMR SHARMA

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 To,

**CARREER OBJECTIVE**

To build career in, Road Transportation, Logistics, Express cargo Industry, in professionally managed organization incorporating high degree of creativity and innovativeness thereby opening avenues for enhancing my abilities and to be a part of challenging tasks contributing towards organizational goals.

**SYNOPSIS**

 Over 28 plus years of experience in Transportation and Express Cargo

 Industry, adept at Sales & marketing / Administration

 Business Development / total logistics

 Team Leadership

 Key Account Management

 Operations Management

 Extensive exposure in managing taskforces in Transportation &

 Expressdelivery industry.

 Possess problem-solving, record-keeping, analytical and numerical skills with

 the ability to deal with unforeseen issues with ease.

 An effective team leader with exceptional communication, interpersonal

 skill

 **AREAS OF EXPERIENCE**

 Business Development / Sales and Marketing

 Analyze, plan and coordinate sales programs; identify & coordinate

 marketing of services, programs.

 Evaluate strategies to identify potential consumers of products & services.

 Recommend policies regarding pricing, promotion, product & market

 evaluations & marketing plans.

 Implement marketing research strategies to identify appropriate markets and

 evaluate the effectiveness of various marketing plans.

**OPERATIONS**

 Total fleet management & along with cost cutting analysis.

 Intercity and intercity deliveries planning.

 Looking after the total operational activities of surface, Air.

 Total Transportation planning & cost analysis and finalizing vendors.

 Supervise operations to ensure efficiency in all aspects of the customer

 service.

 Identify and resolve concerns in delivery, billing, service, pricing or

 operations by interacting with the concerned department.

 Ensure speedy processing & Settlement of claims for losses incurred due to

 unforeseen events during transit, as per company policies and applicable law.

 Prepare monthly Reports like Sales Statements, Collections.

**KEY ACCOUNT MANAGEMENT**

 Relationship Management with key accounts to increase the level of Sales

 growth.

 Advise clients of the costs of transporting goods and of the arrangements that

 have been made.

 Ensure customer satisfaction and implementing quality service standards.

 Coordinate frontline and backline customer Service interacting with

 customers, liaising with destination agents and coordinating with

 concerned departments for problem resolution.

 Act as a frontline interface between the customers, distribution agents & sales

 & service teams to troubleshoot on unresolved grievances & queries of

 individual and corporate clients.

**CLIENT SERVICING**

 Ensuring a positive client experience to establish a good rapport.

 Achieving customer satisfaction by achieving delivery of service quality

 norms.

 Creating a competitive advantage by ensuring that the “implicit

 service/relationship needs” of each client are met along with the explicit

 project deliverable requirements.

 Reviewing & interpreting the market trends/ client feedback to standardize the business strategies as per the client requirements & expectations.

Winning customer’s confidence by providing them the best, cost efficient logistic solutions.

**TASK MANAGEMENT**

Leading, mentoring, training and motivating teams for better & effective performance.

Developing and designing training modules for subordinates to impart a better understanding of sales techniques.

Developing Franchise by conducting business motivational program.

**ORGANISATIOANL EXPERIENCE**

AXPRESS LOGISTICS INDIA PVT LTD (FROM 21.06.2011 TO 31.07.2013 )

 AXPRESS LOGISTICS INDIA PVT LTD ,(FORMERLY KNOWN as AXPRESS

 LOGISTICS )Leading transport-logistics Solution Company

 Working as a General Manager Chennai

 Well known logistics provider in Auto Part Industries

 With AIR /TRAIN/SURFACE/ WHEREHOUSING/PAKAGING

 SOLUTIONS

**NOTABLE ATTAINMENTS**

Accountable for operations, administrations, sales, collection and other related activities, BY AIR ,TRAIN SURFACE ,W/H MOVEMENTS

 Designing Strategies for achievement of set targets.

To do the coordination between inter controlling branch and sales team.

Opening new franchisee / Branches to drive our business by fulfilling the reach of business plan.

Maintaining Customer Relations and improving Sales with Major clients.

To organize the selling skill and marketing Blitz Exercise in the

controlling.

DARCL LOGISTICS LIMITED (FROM 21.06.2010 TO 30.05.2011 )

 DARCL LOGISTICS LIMITES,(FORMERLY KNOWN as Delhi Assam

 Roadways Corporation Ltd )Leading transport-logistics Solution Company

 Working as a Regional Manager Chennai

**NOTABLE ATTAINME**

Accountable for operations, administrations, sales, collection and other related activitiesDesigning Strategies for achievement of set targets.

To do the coordination between inter controlling branch and sales team.

Opening new franchisee to drive our business by fulfilling the reach of business plan.

Maintaining Customer Relations and improving Sales with Major clients.

To organize the selling skill and marketing Blitz Exercise in the controlling.

**TRANSPORTATION CORPORATION OF INDIA LTD (1983 to 2002)**

TCI Ltd. Is the premier Transport Service provider with largest network in Asia with Rs 1500 crore Turnover. The company has also diversified into small cargo, shipping, Financial Services, Logistics Services and express cargo Services

Worked as Branch supervisor at ERODE/ COIMBATORE

 Worked as Sr. branch manager at HOSPET/ BANGALORE

 Worked as Sales officer at BANGALORE

 Worked as a controlling manager at Chennai m/s XPS CARGO LTD

 Division of TCI

**NOTABLE ATTAINMENTS**

 Introduced new valuable customers and regained lost customers.

 Reduced Cost of Operation.

 Collected bad debts of the company and old pending outstanding.

 Sales of Customized and Multimodal Transportation.

 Handling Customer Complaints and organizing Customer meets.

 Rate and Route Planning, attending tender opening and business

 negotiation.

 Setting budgets and Strategic planning.

 Exception reporting for variances against budgets and targets.

 Strategic tie up’s with lorry brokers as to develop more vendors.

**A.S.TRANSPORT PVT LTD (2002-2004)**

A.S.TRANSPORT PVT LTD is the premier Transport Service Provider with largest network in Asia with Rs 300 Cr Turnover, Shipping, Warehousing Logistics Services and FULL TRUCK AND ODC CONIGNEMENTS CARRERS.

 Worked as Branch supervisor at DELHI BRANCH.

Worked as Asst. Branch Manager FOR 1 YEAR

**ADUNIK TRANSPORT PVT LTD (2004-2006)**

ADUNIK TRANSPORT PVT LTD is the premier Transport Service Provider with largest network in Asia with Rs 250 Cr Turnover Shipping, Financial Services, Logistics Services and FULL TRUCK AND ODC CONIGNEMENTS CARRERS.

 Worked as Branch Manager at BANGALORE BRANCH.

 Worked as Branch Manager FOR 1.5 YEAR.

**SAVANI TRANSPORT PVT LTD (2007-2008)**

SAVANI TRANSPORT PVT LTD is the premier Transport Service Provider with largest network in Asia with Rs 200 Cr Turnover . The company has also diversified into small cargo and parcel services branches all over India FULL TRUCK AND ODC CONIGNEMENTS CARRERS.

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 Worked as REGIONAL MANAGER at CHENNAI BRANCH

 Worked 1 year handled all Tamilnadu branches and improved parcel

 services

Hercules Cargo Solution Pvt Ltd (2008- 202009)

Hercules Cargo Solution Pvt Ltd in Cargo division of m/s Jupiter Sea & Air

Services Pvt Ltd Chennai

 Worked as a General Manager for 1 year

 Handled new division of road transport & Rail container Movement.

**STRENGTH**

Worked new project our new private container train movement Delhi EX To Chennai with joint venture with M/S B TO B Logistics

o Negotiation capability

o Successfully meeting deadlines.

o Ability to learn & adapt quickly to the new processes & system..

**S R logistics Chennai (2014- 2016 )**

S R logistics Chennai is newly opened from Chennai on Feb 2013

Worked as a General Manager for 2 year

Handled new division of road transport & Rail container Movement.

And developed our new customers base from zero lavel and develop up to 25 lacs per month.

Shivam Logistics Pune (2016- 2018) Shivam Logistics Pune

Working as Director ( working partner ) last 2 year and develop this unit

By from zero level to 30 lacs as on today .

Handled new division of road transport & Rail container Movement.

PERSONAL PROFILE

Name : MAHENDRA KUAMR SHARMA Father : LATE, SUMERCHAND SHARMA DOB : 24th MARCH 1958

Language known speak : English, Hindi, Kannada, Tamil, Marathi,

Gujrathi, Marawari

Languages known write : English, Hindi Guajarati,

 Marwari, Marathi

Martial Status : Married

Qualification : B.A

Permanent Address : Bhatt – Galle NANDURBAR,

MAHARASTRA – 425412

Present Address : 55, Rukmani Complex, Sannathi

Street, Kaladipet, Near Perumal Kovil,

Chennai – 600 019.

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DATE: 14.12..2018

PLACE: CHENNAI (SHARMA. M0