

CURRICULUM VITAE



AJAY KUMAR

**M.B.A from M.G.Kashi
Vidyapeeth, Varanasi (U.P).**

Current Address

Flat No-249/A,Urban Homes,
Randhawa Road,
Kharar,Distt-Mohali.

Permanent Address

Vill-Napwal,
P.O- Kauntarpur,
Tehsil – Pathankot,
District – Pathankot.
(Pb).

E-Mail Id:

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Contact No.:

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Personal Profile:

Father : Mr.H.L.Kamal

D.O.B. : 22 Jan, 1975

Sex : Male

Career Summary

- 23+ years of experience in Logistics & Supply Chain Management.
- Having knowledge on all the fields of Logistics & Supply Chain namely Sales, Operations, Accounts , Customer Service & 3PL.
- Worked in profiles of Sales Executive to Area Sales Manager, Branch Manager,Sr.Area Manager,Regional Manager,Regional Manager-Sales & Currently working as DGM-Sales & Operations.
- Handled Five States namely Punjab , Himachal, Haryana,Uttarakand & J&K during the Tenure.
- Worked with renowned Logistics players in India namely GATI LTD , AFL LTD , SAFEXPRESS,SCORPION EXPRESS,DTDC & Currently working with PATANJALI PARIVAHAN.
- Posses Excellent communication , interpersonal skills and ability to build teamwork.

Qualifications

Professional:

Done M.B.A (Marketing) from **M.G.Kashi Vidyapeeth , Varanasi (U.P) in 1997 with 1st Division.**

Adcedmic:

Done B.Com from **M.Govt Degree College,Udhampur (J&K) Affiliated with Jammu University in 1995 with 1st Division.**

Professional Experience and Job description

A) Company	:	M/s PATANJALI PARIVAHAN PVT LTD
Company Profile	:	A well known company in the business of Transportation & Express Cargo.
Tenure	:	Jun 2023 - Till Date
Designation	:	DGM-Sales & Operations
<u>Job Responsibilities</u>	:	<ul style="list-style-type: none">• Responsible for development of Transportation Business FTL & Express Cargo(PTL).

Nationality : Indian

Status : Married

Languages : English,Punjabi & Hindi.

Hobbies:

- Traveling
- Cooking

- Responsible for the revenue generation & cost control from the assigned territory (Punjab , Haryana,Himachal & J&K).
- Responsible for developing & handling the Sales & Operations Team of the assigned Area & facilitating/Motivating them in achieving their set Targets.
- Coordination with Existing Market Vendors for Vehicle Placements & Developing New Vendors in the assigned Territory.
- Formulating Sales plan that incorporates initiatives for identifying and gaining new business prospects and maximizes growth within the existing customer base.
- Identifying the prospective areas and open Franchisee's in the assigned Area.

B) Company : **M/s DTDC EXPRESS LIMITED**

Company Profile : A well known company in the business of Courier & Express Cargo.

Tenure : Sept 2019 – Jun 2023

Designation : Regional Manager-Sales

Job Responsibilities :

- Responsible for development of Express Cargo & Courier product-Domestic & International
- Responsible for the revenue generation development from the assigned territory (Punjab , Haryana & Himachal).
- Responsible for developing & handling the Sales/Accounts/Customer service Team of the assigned Area & facilitating/Motivating them in achieving their set Targets.
- Formulating Sales plan that incorporates initiatives for identifying and gaining new business prospects and maximizes growth within the existing customer base.
- Identifying the prospective areas and open Franchisee's in the assigned Area.

C) Company : **M/s SCORPION EXPRESS PVT LTD**

Company Profile : A well known company in the business of Express Cargo.

Tenure : Oct 2017 – Sep 2019

Designation : Regional Manager

Job Responsibilities :

- Responsible for development of Express Cargo product-Surface / Air / FTL and 3PL.
- Responsible for the revenue generation development from the assigned territory (Punjab , Haryana ,Himachal,J&K and Uttrakand).
- Responsible for developing & handling the Sales/Operations/Accounts/Customer service Team of the assigned Area & facilitating/Motivating them in achieving their set Targets.
- Formulating Sales plan that incorporates initiatives for identifying and gaining new business prospects and maximizes growth within the existing customer base.
- Identifying the prospective areas and open Franchisee's in the assigned Area.
- Overall responsibility of Operations and Profit Center Head.

D) Company : **M/s DTDC SUPPLY CHAIN SOLUTIONS**

Company Profile : A well known company in the business of Courier & Express Cargo.

Tenure : April 2016 – Oct 2017

Designation : Regional Manager

Job Responsibilities :

- Responsible for development of Express Cargo product-Surface / Air / Train and 3PL.
- Responsible for the revenue generation development from the assigned territory (Punjab , Haryana ,Himachal & J&K).
- Responsible for developing & handling the Sales/Operations/Accounts/Customer service Team of the assigned Area & facilitating/Motivating them in achieving their set Targets.
- Formulating Sales plan that incorporates initiatives for identifying and gaining new business prospects and maximizes growth within the existing customer base.
- Identifying the prospective areas and open Franchisee's in the assigned Area.
- Overall responsibility of Operations and Profit Center Head.

E) Company : **M/s SCORPION EXPRESS PVT LTD**

Company Profile : A well known company in the business of Domestic Express Cargo Distribution.

Tenure : August 2014-January 2016

Designation : Sr. Area Manager

Job Responsibilities :

- Responsible for the revenue generation development from the assigned territory (Punjab , Haryana & Himachal).
- Responsible for sale of all products namely FTL/LTL & Air.
- Responsible for handling the Sales/Operations/Accounts/Customer service Team of the assigned Area & facilitating/Motivating them in achieving their set Targets.
- Formulating Sales plan that incorporates initiatives for identifying and gaining new business prospects and maximizes growth within the existing customer base.
- Monitoring the Credit control for the assigned branch and ensuring collections are made within payment schedule.
- Maintaining liaison with Top Management of the Key Accounts.
- Identifying the prospective areas and open Franchisee's in the assigned Area.
Responsibility for increasing both Outward and Inward loads for the assigned Area.
- Conducting Service Reviews with customers based on the Service Level Agreements and Sales training programmes for the team.
- Creating and enhancing brand image of the company with existing and new clients through regular planning, monitoring, directing and motivating the team towards better and ontime response to the customer's needs.

F) Company : **M/s SAFEXPRESS PRIVATE LIMITED**

Company Profile : A well known company in the business of Domestic Express Cargo Distribution.

Tenure : August 2008-August 2014

Designation : Branch Manager

Job Responsibilities :

- Responsible for the revenue generation development from the assigned territory (Zirakpur, Derabassi & Lalru).
- Responsible for sale of all products namely Surface , Air & Warehousing.
- Responsible for handling the Sales/Operations/Accounts/Customer service Team of the assigned Branch & facilitating/Motivating them in achieving their set Targets.
- Formulating Sales plan that incorporates initiatives for identifying and gaining new business prospects and maximizes growth within the existing customer base.
- Monitoring the Credit control for the assigned branch and ensuring collections are made within payment schedule.
- Maintaining liaison with Top Management of the Key Accounts.
- Identifying the prospective areas and open Franchisee's in the assigned Branch Area.
- Responsibility for increasing both Outward and Inward loads for the assigned Branch Area.
- Conducting Service Reviews with customers based on the Service Level Agreements and Sales training programmes for the team.
- Creating and enhancing brand image of the company with existing and new clients through regular planning, monitoring, directing and motivating the team towards better and ontime response to the customer's needs.

G) Company : **M/s AFL PVT LIMITED**

Company Profile : A well known company in the business of Domestic Express Cargo Distribution.

Tenure : June 2006 to July 2008

Designation : Area Sales Manager

Job Responsibilities :

- Responsible for the revenue generation development from the assigned territory (Punjab, H.P, J&K, Chandigarh & Ambala).
- Responsible for sale of all products namely Surface , Air & Warehousing.
- Responsible for handling the Sales Team of the assigned Territory & facilitating/Motivating them in achieving their set Targets.
- Formulating Sales plan that incorporates initiatives for identifying and gaining new business prospects and maximizes growth within

the existing customer base.

- Monitoring the Credit control for the assigned territory and ensuring collections are made within payment schedule.
- Maintaining liaison with Top Management of the Key Accounts.
- Identifying the prospective areas and open Franchisee's in the assigned Territory.
- Responsibility for increasing both Outward and Inward loads for the assigned Territory.
- Conducting Service Reviews with customers based on the Service Level Agreements and Sales training programmes for the team.
- Creating and enhancing brand image of the company with existing and new clients through regular planning, monitoring, directing and motivating the team towards better and ontime response to the customer's needs.

H) Company : **M/s SAFEXPRESS PRIVATE LIMITED**

Company Profile : A well known company in the business of Domestic Express Cargo Distribution.

Tenure : September 2005 to June 2006

Designation : Asst. Manager – ARM(Punjab)

Job Responsibilities :

- Responsible for handling the franchisee network of the assigned Territory(PUNJAB).
- Branches handled named as Amritsar, Bhatinda, Patiala, Malerkotla, Barnala & Pathankot.
- Facilitating Franchisee's – Administration, Operations & Sales.
- Responsible for New Business Development & retention of Old Contracts in the assigned Territory.
- Identifying the prospective areas and open Franchisee's in the assigned Territory.
- Monitoring receivables and exercising credit control.
- Responsibility for increasing both Outward and Inward loads for the assigned Territory.

I) Company : **M/s GATI LIMITED**

Company Profile : A well known company in the business of Domestic & International Express Cargo & Couriers.

Tenure : January 1999 to September 2005

Designation : Sr. Executive – Sales

Job Responsibilities :

- Responsible for revenue growth & business development.
- Monitoring the Credit control for the assigned territory.
- Excellent CRM to retain the Key Accounts.
- Maintaining liaison with Top Management of the Key Accounts.
- Responsible for New Business Development & retention of Old Contracts.
- Handling branch operations in the absence of Branch Manager.

J) Company : **M/s DHILLION KOOL DRINKS & BEV. LTD.**

Company Profile : Bottler of PEPSI soft drinks.

Tenure : January 1998 to December 1998

Designation : Dealers Sales Executive.

Job Responsibilities :-

- Maintaining the Dealer Network in the assigned territory.
- Achieved assigned targets & payments collections.
- Retail as well as Institutional Marketing.
- Conducting promotional activities in the assigned territory to increase the business.

Strengths

- Ability to handle Organisational Internal & External Communication needs.
- Strong believe in Time Management.
- Can independtly handle the marketing development & customer/technical support activities,supervise & motivate subordinate staff.
- Can effectively maintain liaison with internal staff / departments.
- Knowledge of Computers - MS Office ,Windows,Excel & E-mail.
- Ability to handle the Team and All the departments namely Customer Service,Operations,Sales & Accounts.

- Last but not the least i.e. Sound health and extrovert with a limited variety of hobbies.

Personal Assessment

I consider being a determined person, who is committed to continue success through hard work, determination and mutual co-operation for the benefit of the organization. I consider knowledgeable persons as valuable assets and strive for their guidance.

Declaration

I hereby declare that all the information given above is true to best of my knowledge and belief.

DATE:

PLACE:

(AJAY KUMAR)