**CHEDARLA NAGARJUNA PHONE NO: 9100083375**

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**OBTECTIVE**

* To succeed in an environment of growth and excellence and earn a job which provides me job satisfaction, self-development and help me achieve personal as well as organization goals.

**HIGHEST QUALIFICATION**

* Masters of technology in **highway engineering and transportation** with **82%** from **Malla Reddy Institute of Technology and Sciences** in the year **2018.**
* Bachelor of technology in **civil engineering** with **65.05%from MarriLaxman Reddy institute of technology and management** in the year 2014.

**WORKEXPERIENCE**

* Working as a **Hyderabad operations manager** in Euler Motors from 8th April 2022 to Till Date.
* Worked as an **Area manager** in **DTDC** from October 5th 2020 to 6th October 2021 (sales and Operations)
* Worked as an Assistant Manager in **Tulip Logistics** from “August 1st 2018 to June 7th2020 (**sales and operations).**
* Worked as an **Operations Head (logistics)** at Mm Constructions from 1stFeb 2015 to 1stJuly 2018.

**ROLES AND RESPONSIBILITIES at “EULER MOTORS”.**

* Operating Various clients in Hyderabad like Flip-kart OXD operations, Big basket, Lynk Logistics, Lets transport and Zomato operations
* Operating end to end operations of the clients from first mile to last mile deliveries and fulfilling their future demands with facility expansion.
* Implementing new strategies to achieve the given parameters from the clients for delivery percentage, timely movement and re attempt consignments.
* Driving the team to achieve the required parameters and their ground operations
* On daily basis evaluating the team productivity to improve the ground operations and the load factor for future assessment.
* Profit and loss assessment of the hubs to improve productivity.
* Expanding the facility for future demand and acquiring the new facility for new clients for their operations and facility management.
* Implementing new plans for operational requirements for individual clients according to their requirements by trail project to evaluate the parameters.
* Planning the manpower at the facility for operations by forecasting the future requirements of the clients.
* Looking after entire fleet support to fulfill the dispatches of the client orders from the hub including manpower.
* For new business expansion acquiring land and planning administration work related to operations.
* Reporting the daily updates to the central team for improving the ground operations and admin related work for existing projects and trail run projects.
* Recruiting man power for new projects by co coordinating with the vendors at pan India.
* Supporting the fleet operations by managing their mechanical team for repairs , maintenance and its compliance in given TAT.
* Evaluating the vehicle performance on daily basis for improvements and changes to reduce the break downs for smooth operations on the ground.

**ROLES AND RESPONSIBILITIES at “DTDC”.**

1. As an area manager I am responsible for six branches in the city Hyderabad.
2. Managing around 300 work force including branch managers and management trainees.
3. Having a complete knowledge on **first mile, mid mile, last mile**.
4. Managing around 240 franchise reporting at the branches.
5. Daily monitoring the hit ratio of the branches and taking the report from the branch managers.
6. Taking the report of the branch stock and floor management on daily bases.
7. Tracking the inbound and outbound consignments from the Hub to the branches.
8. Along with the team maintaining proper utilization of the branch vehicles.
9. Vendor management and new vendor on boarding.
10. Managing full truck load (FTL) and Part load (PTL).
11. High monitoring on international shipments and connection through DHL,FEDEX,UPS.
12. Inventory management, FIFO, LIFO, Stock in hand, Balance sheet.
13. Presentation to the management regarding parameter performance and branch performance through PPT, EXCEL,WORD.
14. Monitoring of CRM cases of the branches and resolving at the end of the day.
15. Monitoring Last mile delivery performance of the branches.
16. Franchise on boarding and Franchise management.
17. Monitoring Bikers for last mile delivery.
18. Monitoring various parameters like TAT, FAT, FAD, AVAILABITY VS DELIVERY, STOCK IN HAND, OUT FOR DELIVERY.
19. Remapping of the area according to the branches.
20. Maintaining maximum delivery percentage above 90 percentage in all branches.
21. Taking daily reports of stock, inbound and outbound, CRM cases, overall pending at the branches.
22. Monitoring the branch manager’s weekly performance on every parameter.
23. Monitoring the sales target along with channel managers and sales executives with the help of franchise and direct parties.
24. Management of the vehicles at the branch for the delivery and their productivity.
25. Setting up new franchise base to improve the service level for deliveries.
26. Daily monitoring the franchise delivery performance, sale and their load factor.
27. On monthly basis conducting the meetings regarding their performance and their improvement scope.
28. Driving the team to achieve the targets which are set by the management.
29. Setting up new parameters for the branches to improve the branch performance at national level.
30. Coordination with the fleet team for timely connections of the loads to hub.
31. According to the load factor setting up new work space for operations.

**ROLES AND RESPONSIBILITIES at “Tulip logistics”.**

**Operations:**

* Managing a large team Size of 30 Member’s which includes 20 executives, 10 Field executives.
* Along with the team, executing up to 300+ deliveries every Month.
* Vendor management and vendor on boarding.
* Managing loads up to 30 tons.
* Placing vehicles according the material specification and its dimensions.
* Good understanding on full truck load and vehicles like DCM, OPEN VEHICLES, CONTAINER VEHICLES, TRAILERS, TAURUS VEHICLES.
* Maintaining load distribution factor on the vehicle for long movement and distance.
* Having knowledge on different material like industrial material, construction material, scrap, automobiles, wood material pallets, industrial pipes, drums, electrical drums, agricultural material, soil, air-condition material, batteries, dangerous goods, food items, FMCG products.
* High monitoring on ODC (over dimension charges from one state to another state).
* Special on boarding of container vehicles up to 9.5 feet height.
* Ac containers on boarding.
* Different types of vehicles on boarding from DCM vehicles, trailers, containers, JCV vehicles to special modified vehicles.
* Create and ensure strict adherence to SOP.
* Credit controlling as per client’s requirement and organization budget.
* Source, hire and train T Ls and delivery executives as necessary.
* Coordinate with suppliers, transporters, other vendors on a daily basis.
* Scheduling and tracking inbound and outbound shipments.
* Ensuring materials are delivered to the site in a timely manner as per clients’ requirement.
* Negotiating the rates with the transport suppliers.
* Assessing and recommending ideal shipping methods, routing or carriers to meet necessary parameters, specifications and cost.
* Understanding the material and placing the vehicle as per the material dimensions, tonnage.
* Strategic planning, Implementation and Execution.
* Identify, manage and solve grievances of entire team.
* Liaison with other departments like HR and Accounts.
* Planning and managing logistics, transportation and customer services.
* Directing, optimizing and coordinating full order cycle.

**Sales:**

* Generating leads for new business.
* Negotiating all contracts with clients.
* Helping determine pricing scheduling for quotes, promotions, and Negotiations.
* Giving sales presentations to the clients.
* Strategically plan and manage logistics, transportation and customer services
* Direct, optimize and coordinate full order cycle
* Keep track of quality, quantity, delivery times, transport costs and efficiency
* Plan routes and process shipments.
* Resolve any arising problems or complaints.
* Supervise, coach and training the team.
* Meet cost, productivity, accuracy and timeliness targets
* Maintaining and analyze data to assess performance and implementing improvements

**ROLES AND RESPONSIBILITIES at “Mm constructions”.**

* Managing a team Size of 10 Member’s which includes 2 executives, 5 site engineers and 3 field supervisors.
* Placing 40 to 50 vehicles on monthly bases.
* Coordinating with the suppliers, transporters, other vendors on a daily basis.
* Knowledge on dimension of the vehicle and material type.
* Load distribution factor of the material on the vehicle.
* Supervising with the team at loading and unloading site.
* Tracking the vehicle on regular basis.
* Monthly budget for logistics.
* Complete knowledge on dimensions of different types of vehicles and its tonnage.
* Dealing with the drivers and transporters.
* Reporting daily activity to the managing director.
* Recommending payments to the transporters.

**COMPUTER SKILLS**

* MS-Word, Excel, Power Point.
* Technical- AUTO CAD.

**PROJECTS DONE IN M. TECH**

* Influence of course aggregate shape factors on bitumen mixtures.

**PROJECTS DONE IN B. TECH**

* Mini project- G+2 car parking building by IRC METHOD.
* Main project- Design of traffic signal at Bahadurpally junction by IRC METHOD.

**ACHIEVEMENTS**

* Best **employee award** in the year 2020 in tulip logistics.
* Best **Area manager** in pan Indian.
* Played **nationals** from k v AFS Begumpet (Cricket).

**INTERPERSONAL SKILLS**

* Confident and determined.
* Good communication skills.
* Enthusiastic to learn new things (technical and non-technical).
* Flexible to any environment.

I hereby certify that the particulars given herein are true to the best of my knowledge and belief.

DATE:

PLACE: HYDERABAD NAGARJUNA