

Amit Ranjan

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Objective

Results-driven professional with proven experience in Supply Chain Management, Client Servicing and Sales. Adept at streamlining operations, nurturing client relationships, and driving revenue growth. Seeking a dynamic role where I can leverage my cross-functional expertise to optimize processes, enhance customer satisfaction, and contribute to business success. Overall 2+ years of experience.

Summary

Rajdhani Flour Mills Ltd.: (April 2025 - Oct 2025)

- Coordinate with logistics providers for shipments.
- Responsible for end to end delivery of goods cost **approx. ₹ 50,00,000 per day**.
- Ensuring accurate review and processing of transporter invoices in accordance with company policies.
- Worked closely with the production team to maintain smooth supply flow and adequate inventory levels.
- Negotiate freight rates and monitor delivery KPIs like on-time performance and fill rates.
- Responsible for verifying the status of Goods Received Notes (GRNs).
- Engage proactively with Distribution Channels (DCs) to address and resolve any discrepancies to GRNs.
- Coordinate RTV processes: timely returns, accurate documentation.
- Generate regular MIS reports tracking key metrics: transportation costs, delivery accuracy, spoilage, etc.
- Analyse performance data to suggest improvements, cost savings, and operational efficiency gains.
- Collaborated cross-functionally to improve dispatch schedules, enhancing **on-time delivery by 10%**.

Indiamart Intermesh: (Dec 2022 – Dec 2023)

- Managed **400+ client accounts**, ensuring high satisfaction and retention.
- Led onboarding, product demos, and training for 50+ new clients, boosting client base by **15%**.
- Increased retention rate by **20%** through proactive engagement and personalized service.
- Recognized as “**Renewal Champ**” for consistently exceeding performance targets.
- Resolved client concerns across calls, emails, and video chats, ensuring seamless communication.

JU Agrisciences Pvt. Ltd.: (June 2022 - Dec 2022)

- Built strong relationships with farmers, cooperatives, and distributors.
- Conducted product demos and training sessions, supporting adoption of fertilizers & pesticides.
- Exceeded sales targets through effective territory management.
- Monitored market trends and competitors to identify new opportunities.
- Prepared sales reports, forecasts, and performance analysis for senior management.

Skills

- Supply Planning
- Order Management
- Demand Planning
- Freight Management
- Transportation Management
- Client Relationship Management
- Communication
- Problem-Solving
- Sales Support

Technical Skills

- MS Excel (VLOOKUP & Pivot Table)
- MS Power BI (Create a Dashboard)
- Google Sheet
- SAP ERP

Educational Qualifications

- MBA in Marketing Management, NMIMS, Mumbai
- B.Sc. (Hons) Agriculture, Amity University, Noida

Certifications & Training

- IIFCO KISAN (3 months) – Market research and analysis in Agritech vertical intern.
- Greeniiac (1 month) – Campus Ambassador
- Industrial Training (2 months) – Kisan Sanchar
- Hydroponics Farming – Udemy

Languages

English & Hindi