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Mumbai, Maharashtra



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# PARESH PATEL



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## PROFILE SUMMARY

Highly organized Supply Chain Professional with 19 months of experience in Logistic sector. Handling team and creating productive and enduring partnership.

I have led successful projects with team in driving result by adopting a proactive approach and effective communication with different stakeholders.

## EDUCATION

### NMIMS University

B. TECH + MBA

2.48/4

### Maharashtra board

HSC

86%

### Maharashtra board

SSC

83%

## SKILLS

Good Communication

Team work

Negotiation & Persuasion

Project Management

Collaboration Skills

Problem Solving

Decision Making

Sales Management

Marketing

## EXPERIENCE

### Freight Tiger –

Sep 2021- Till now

Customer success associate

- Working as customer success associate in freight tiger.
- Getting orders from LSP on daily basis and closing them.
- Focusing more on power lanes.
- Getting orders from LSPs and punching them in CRM and getting the rates from supply team.
- Negotiating with LSPs and closing the order.
- Try to match the rates given by LSP, and build good relationships with LSP to increase the flow of orders and built trust in order to grow the business.
- Sharing inventory on daily basis with LSPs and try to get orders on that lane.

### Hardoi Bansal Goods Carrier Pvt Ltd

Feb 2021-Sep 2021

KAM (senior executive)

- Working as Key account manager and handling accounts such as Reliance Jio and Reliance Petrochemical.
- Building up new Clients and supporting Business development (On boarded Reliance Petrochemicals)
- End to end farming of the account from getting the indents to placements of vehicles.
- Handling all the billing activities and operational activities.
- Ensuring 100% placement and resolving the issues on time.

### Delhivery Pvt. Ltd.

18 March 2019 - 14 April 2020

Client servicing associate (FTL)

- Handled key accounts such as Pidilite Industries, Reliance Petrochem and Reliance Jio Network and Business.

# IT FORTE

- ❖ Salesforce
- ❖ Transport Management System
  - Axel (Delhivery)
  - Freight Tiger
  - Blackbuck shipper

- Handled around 1200 trips per month for all the accounts starting from placement, loading, LR docs, tracking to unloading of vehicles.
- Started from 135 trips for Pidilite and have taken it up to 350 trips per month and for Reliance it was around 600-700 trips.
- Ensuring 100% placements from all origins and giving on time resolution for all the issues

## **BLUE STAR Ltd. Mumbai**

1st May 2017 - 9th Sept 2017

### **Management Intern**

- Project on Market Research and Competitor Analysis.
- To outline the market response about the BLUE STAR products like VRF and Chillers.
- Data collection and survey and to study and compare strategies used by competitor companies

## **National Engineering Industries Ltd. NBC Jaipur**

16th May 2016 - 9th July 2016

### **Technical Intern**

- Study of scratch generation on balls of ball bearings.
- Research on the ball manufacturing process and a comparative study of the quality of balls manufactured by competitive company-TSUBAKI, China and NHB, Gujarat.

# ACHIVEMENTS

- Player at the national level in Cricket in 2011 (represented Maharashtra) and Captain of NMIMS MPSTME (Shirpur) cricket team in SPREE, BITS Goa and NMIMS MPSTME (Shirpur) in ZEST COEP, Pune.
- Represented u-16, u-19, u-23 for Dhule district in invitation matches organized by Maharashtra cricket association and Head of main Cricket in FLAVIUM college sport fest.