PARESH PATEL

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# P R O F I L E S U M M A R Y

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.

# E D U C A T I O N

## NMIMS University

B. TECH + MBA 2.48/4

## Maharashtra board

HSC 86%

## Maharashtra board

SSC 83%

# S K I L L S

Good Communication Team work

Negotiation & Persuasion Project Management Collaboration Skills Problem Solving

Decision Making Sales Management Marketing

# E X P E R I E N C E

**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.

# I T F O R T E

* 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 600-700trips.
* 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.

# A C H I V E M E N T S

* + 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.