

CURRICULUM VITAE

VINOD KUMAR

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**Address: Village - Huntapura Bass, Post- Raslana, Th.- Bhadra,
District – Hanumangarh, Rajasthan pin 335502**



Career Objective

Seeking a challenging career opportunity in the field of Supply Chain and Logistics which would help me to utilize my skills and knowledge to gain experience and achieve personal and the organizational goals or objectives.

Working Experience

Served 20 years within various divisions and locations at **Transport Corporation of India Limited.**

TCI Freight:

(21st July 2003 to 20th July 2007) – 4 Years

Branch Assistant

Location: Gujarat (Areas covered - Bhavnagar/ Jamanagar/ Rajkot/ Morvi/ Bhuj/Gandhidham/Ahmedabad/Junagarh)

Job Responsibilities:

- Achieving the business targets as per business plans approved by the Regional Manager.
- Working on evaluating the satisfaction level of customers and initiating measures to increase the satisfaction index of all clients.
- Keeping a track on the receivables as per the Credit Policy, contacting customers for realization of the payments and ensure 100% recovery of funds from clients.
- Improving/ Optimizing the Branch Operations– efficiency of people, customer quality and reduction of outstanding/ claims / overheads etc. to achieve the budgeted profits.
- Procurement of services from the vendors with efficient cost according to the order of customers.
- Verification of the bills of vendors for payment disbursement.
- Adding the new vendors as per company requirements time to time.
- Visiting the existing clients of the company to develop good relations with them to maintain the name of company on their mind and tapping future opportunities with retention.
- Exploring the new business opportunities periodically, generating leads and converting leads into business development with the support of corporate sales or zonal sales.
- Submission of MIS to the customers and as well as to Region Manager periodically on the desired parameters.

Transport Corporation of India Limited.

(22nd July 2007 to 15th Oct 2010) – 3.3 years

Account Supervisor

Location: **TCI Corporate office Gurgaon**

Job Responsibilities:

- Responsible for Corporate accounts and smooth operational activities.
- Surprise audits were held in branches to correct the processes and following company SOP.

TCI Freight:

(20th Oct 2010 to 15th July 2015) – 5 Years

Branch Head

Location: Pune, MH

Job Responsibilities:

- Inward and outward of the vehicles at Pune region (First, Middle & Last mile)
- Floor Operations (Loading/unloading & stacking of the goods) in transshipment hubs.
- Co-ordination with customers for booking and delivery of the goods
- Placement of the vehicles at customer place and as well as for pick-up and delivery
- Efficiently identify and develop cost effective vendor/ vehicle suppliers
- Liaising and negotiation with vendors for the cost effective service
- Adding the new vendors as per company requirements time to time.
- Visiting the existing clients of the company to develop good relations with them to maintain the name of company on their mind and tapping future opportunities with retention.
- Verification of the documents pre-departure of the trucks from warehouse
- Maintain stock of material without any variance by conducting stock verification & documentation
- Submission of MIS to HOD/ Area Manager on the desired parameters (like MBR, DDR, DEPS, and Inventory)

TCI Freight:

(20th July 2015 to 10th July 2020) – 5 Years

Branch Officer

Location: Jabalpur, MP

Job Responsibilities:

- Placement of FTL vehicles as per customer requirements.
- Participation in bidding processes for Key account level customers.
- Co-ordination with customers for booking and delivery of the goods
- Placement of the vehicles at customer place and as well as for pick-up and delivery
- Efficiently identify and develop cost effective vendor/ vehicle suppliers
- Liaising and negotiation with vendors for the cost effective service
- Verification of the documents pre-departure of the trucks from location
- Adding the new vendors as per company requirements time to time.
- Visiting the existing clients of the company to develop good relations with them to maintain the name of company on their mind and tapping future opportunities with retention.
- Monitoring of E-Way bill operations (Creation, Part-B & Extension)

TCI Freight:

(15th July 2020 to 15th November 2021) – 1.6 Years

Branch Executive

Location: Chandigarh

Job Responsibilities:

- Responsible for efficient utilization of team.
- Monitoring day to day activities in Hub and branch level.
- Verification of the documents pre-departure of the trucks from location
- Maintain stock of material without any variance by conducting stock verification & documentation
- Adding the new vendors as per company requirements time to time.
- Visiting the existing clients of the company to develop good relations with them to maintain the name of company on their mind and tapping future opportunities with retention.
- Monitoring of E-Way bill operations (Creation, Part-B & Extension)

TCI Freight:

(16th November 2021 to till today)

Assistant Area Manager

Location: Kolkata, WB

Job Responsibilities:

- Responsible for efficient utilization of team.
- Coordination between various branches and hubs.
- Monitoring day to day activities in Hub and branch level.
- Solve problems related to branch and controlling level.
- Verification of the documents pre-departure of the trucks from location
- Maintain healthy relationship with Vendors and brokers.
- Maintain good relationship with customers.
- Checking upon the customer satisfaction level.
- Establishment of good coordination in between branch, Region and corporate level.

Educational Qualification

- B.A. from Bikaner University in 2005 with 52%
- Intermediate (10+2) from Rajasthan Board in 2002 with 63%
- High School from Rajasthan Board in 2000 with 50%

Strengths

Always having a positive attitude, hard work, ever hungry for successful growth, ability to analyze, plan, imagine and motivate.

Skills

**M S Office,
Inventory,**

**E-Mail,
Sales,**

**Credit Control,
Negotiation,**

**Operations Planning,
Vendor Management**

Personal Details

Father Name : Sh. Lichhu Ram

Date of Birth : 05th Oct 1984

Hobbies : Listen Music, Reading Stories, Playing Cricket

Languages Known : Hindi and English

Permanent Address: Vill- Huntapura Bass, Post- Raslana, Th.- Bhadra,
District – Hanumangarh, Rajasthan pin -335502

Declaration

I hereby declare that all the details furnished above are true to the best of my knowledge and belief.

Date:

Place:

Last Salary 52500
Designation: Asst Area Manager (Vinod Kumar)
Expectation