

# VIKASH KUMAR

No 17, 2<sup>nd</sup> Main Road, 4<sup>th</sup> Cross, 8<sup>th</sup> Mile Vidyanagar Bangalore- 560073 Phone: +91 8295160020

Email: [vikashkumarbarkateghra@gmail.com](mailto:vikashkumarbarkateghra@gmail.com) · LinkedIn Profile: [www.linkedin.com/in/vkumar0751](http://www.linkedin.com/in/vkumar0751)

Highly qualified, professional "Business Development & Sales Manager" with wide intensive cross-functional experience in local/international operations of shipping/freight forwarding industry. Seeking a challenging high managerial position in a multi-national, well reputable organization specialized in international transportation. More than Nine years of multiple experiences, most related to Road, Rail and ocean freight forwarding (Door-to-Door) combining high public relations, communication, negotiation and leadership skills. Proven track history in improving sale and increasing profitability.

## EXPERIENCE

October 2022-To Present

### **BUSINESS DEVELOPMENT MANAGER, APML LIMITED**

- Spearheaded branch operations and business development initiatives, focusing on crafted transportation according to our service products.
- Successfully identified and capitalized on market opportunities, leveraging a deep understanding of the local market dynamics.
- Implemented robust receivables management procedures, significantly reducing outstanding payments and resolving disputes.
- Exercised strong administrative and team management skills, fostering a high-performing team with a proactive attitude towards goal achievement
- Regularly visited customers to enhance business relationships, mapped customer potential, and identified key areas for business growth.

MAY 2019– SEPTEMBER 2022

### **KEY ACCOUNT MANAGER (OPERATION), CJDARCL LOGISTICS LIMITED**

- Sustainable Customer Growth to maintain retention of existing customer & make growth in revenue.
- Execution Rigor–To develop strategy to drive efficiency in execution on the platform in terms of online availability, pricing and media assets
- Negotiations and Operations – Ability to negotiate both strategically and tactically in an agile fast paced channel
- Working with collaborative teams closely with trade partners, Demand Planning, Marketing, Business Finance and Capability Teams to achieve joint ambitions for sustainable customer top-line and bottom-line.
- Customer Relationship -As the face of the organization, demonstrate exceptional interpersonal skills to build long lasting strategic relationships with the customer
- Unlocking Capabilities –As a data rich, future fit channel, always develop strategy and forward thinking to build capabilities to solve business problems.

JAN 2017 – APRIL 2019

### **BILLING OFFICE & AREA QHSSE HEAD, CJDARCL LOGISTICS LIMITED**

- Generate freight service invoice under the pre-determined period
- Perform general office duties, such as ordering supplies, maintaining record management data base system under define **SOP of IMS (ISO 9001:2005 QMS & ISO 45001:2018 (OH&S).**
- Quickly adopt the new System integration and update the customer accordingly

**SEPT 2014 – DECEMBER 2017**

#### **SAP USER & BACK OFFICE SUPPORT, DARCL LOGISITCS LIMITED**

- Use SAP MM for maintain documents entries on daily basis for effective operation.
- Prepare the documentation for tracking/traceability of consignments.
- Generate the detail MIS report on monthly basis
- Collaborative working with Project Managers and clients to maintain inventory.
- Use performance improvement techniques and principles to continually improve transportation services for customers.

## **EDUCATION**

**MAY 2021-APRIL 2023**

#### **POST GRADUATE DIPLOMA IN SHIPPING MANAGEMENT & LOGISTICS, NMIS**

Passed with 80% Marks

**JAN 2013**

#### **BACHELOR IN COMPUTER APPLICATION, PUNJAB TECHNICAL UNIVERSITY JALANDHAR**

Passed with 83.54% marks

## **SKILLS**

- |                                      |                                   |
|--------------------------------------|-----------------------------------|
| • Strategy development & Negotiating | • Planning                        |
| • Teamwork                           | • Technological aptitude          |
| • Communication                      | • Project management              |
| • Procurement                        | • Business Development            |
| • Sound Decision-making              | • Quality Management System (QMS) |
| • Good Interpersonal Skills          | • Operation                       |

## **ACTIVITIES**

- Reading the books & making beverage (like, coffee, tea, soup).
- Playground games (e.g., cricket, badminton, football).
- Listen Music (90's Bollywood, Sufi).
- Public speaking.

## **LANGUAGE.**

- Proficient knowledge of Hindi, English & Sanskrit