

VISHNU DUTT SHARMA

Mobile: 9306650212 Email: vdsharmaom108@gmail.com

MANAGEMENT PROFESSIONAL

Strategy Planning ~ Sales & Marketing ~ Profit Centre Operations

Senior Executive offering over 18 years of strong, decisive executive leadership in the Cargo & Transportation industry. Extensive background in complex and challenging environments with proven ability to represent the company with Customers and Vendor Partners. An accomplished professional who has successfully managed Business Operations as well as achieved year on year growth in business and revenue targets across assignments. Have consistently grown in the hierarchy and discharged responsibilities at senior level positions in the current organisation. A multi tasker with cross functional experience in the Strategic Planning, Sales / Business Development, Financial Management, operation and hub functions. Excellent communication and people management skills that have been honed through managing multi skilled teams.

AREAS OF EXPERTISE

General Management

Strategic Planning

Profit Centre Management

New Set-ups

People Management

Branch Operations

Operations

Business Development

Cargo Operations

New Market Development

Key Account Management

Air Cargo Business

CAREER HIGHLIGHTS

**ASSOCIATED with TCI Express FROM 1st May 1999 TO Feb-2012 TCI LTD XPRESS DIVISON
1999 to 2000 > As A Trainee Assist. Kharagpur(WB)**

2000-2001 > As A Branch In-charge -Haldia (WB)

2001 -2006> Operation Manager Guwahati Entire work Assam & NE State > Rail,Air,Surface

2007-2008> BM - Baddi Area > Nalagarh,Jharmajhri ,Barotiwala

2008-2010> BM- Rudrapur Area >Kashipur Bhimtal Nanital Haldwani Ramnagar *on the problem*

2011-2012> BM Taratala Kolkata

**Business Associate TCI- 2012 to 2018 : Entire operation Hero Motocorp,Maruti Suzuki
(MSIL)Gurgaon Neemrana Manesar Dharuhera**

Steered diverse responsibilities including Strategic Planning, Profit Centre Operations, Sales, Business Development, New Market Development, Financial Management, Cargo Operations, ,

2019 to 2021 Area Manager Sanauli Border (UP- Nepal) at M/s Sugam

Group Handle both country custom operation Indian Custom and Nepal

Custom Delivery Shipment entire Nepal

Handle passing vehicles

Handle Import/Export documentary both country

2021 to 2022 Area Manager Bangalore Sugam Parivahan Pvt Ltd

2022 to 2023 Regional Manager (Operation) South Regional AP,TS,KA,TN, KL at RCPL

2024 to till now Inland World Logistics Pvt. Ltd. Sales and operation manager NCR

- Controlled Direct cost and removed own fleet Appointed 100% vendor's vehicle on All Routes branch to HUB
- Introduced Multi xi vehicles avoid weight loss.
- Established Centralised Delivery centre and engaged Vendor to reduce the operation cost and improve service level in the Last leg.

- Effectively coordinated for **Rail Cargo, Surface Cargo Operations** as well as with various Hub Centres within and outside the Region.
- Organised Training Programs in Operations, Fleet functional areas for employees.

TRAINING PROGRAMS

- Attended various Management Training & Development Programs conducted by Company.
- Attended Various Conferences in India related to supply chain Management

EDUCATION

- Higher Secondary passed in 1999 (Haryana Board)
- B.A. Second Year in 1999 (Kurukshetra University)**

IT SKILLS: Well versed with MS Office, excel, Windows XP, Internet ERP etc. Using laptop for day to day official work.

PERSONAL DETAILS

Date of Birth: 17th April 1979
Address: House No.490 Near Parvati Dharamala Ward No.2 VPO Bawani Khera Distt. Bhiwani
Haryana 127032
Languages Known: English, Hindi, Assamese, Bangali, Nepali, Punjabi

PREFERRED LOCATION : ALL OVER INDIA

DATE:

SIGN

PLACE

Mr. Vishnu Dutt Sharma. — 9306650212 — BNH.
Grad.

[Feedback - candidate is not ok for 100% sales
50% ops & 50% sales can work]

Joined - TCI Express . in 1999 → Trainee Amrit - 1470 - salary - Khalagpur

TCI - Reporting to

2001

Branch Postage - Haldia.

R.m - kolkat^a - V.V.K Rao.
Khalagpur

2006

Ops manager - LWT

Rcm - Goswami - chandigarh. 2008

2008

B.m - Jharmajhi.

A.V. Rao - ROPR.

2010

Bm - Kashipur.

2012. B.m - kolkat^a. - 12500 / salary

TCI → 2012 - 2018 → maruti Suzuki - payroll - 2% "B.A".
left - "due to Transfer to ~~Maruti~~ Growth"

2019 to 2021 - Sugam - A.m → sonauli Border - 35000/-

2022 → A.m → Sugam → Bangalore - 35000/-

Reporting to "Reddy - z.m" → transfer left

2022 to 2023 → Joined RCPL → R.m - south → Traffic + sales
AP, TS, KA, T.N., Kerala.

Salary - 60k (net) → no other Benefits.

Left due to Transfer to "Ahmed".

2024 → Joined Inland world logistics → sales & ops.
for Delhi NCR.

Reporting to Mr. Hari Om - S.B.m - NCR Delhi

Salary - 4.3 lpa - 38k + Accomodation.

(deductn - P.F + PFRA)

Family @ Halyana (native)

Fam House - Wife - Home wife

2 daughters - Got married

1 son - Got married

2 Brother - 1 Brothe - Farmer

1 Brothe - Avg logistics - BNH (Grains were)

