

YOGESH SHARMA

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Resume for BBy - B.M

Exp: 52 yr

CAREER OBJECTIVE

To seek challenging assignments and responsibilities with an opportunity for growth and career advancement. An Educated, Informed, Competent, Imaginative, and Ambitious Professional who has proven ability to think Independently and handle Multiple Tasks successfully delivering desired results within the stipulated time frame by putting together leadership skills, passion, integrity, and drive required to make things happen among proactive teams ensuring business targets are always met costeffectively. Looking for a suitable managerial position with a company that will allow developing career and giving requisite opportunities needed to unlock the full potential.

EXPERIENCE

OCT 2022 - TO TILL DATE

BRANCH MANAGER, PREMIER ROADLINES LTD - Kolonsali (Belagavi)

Working as a Branch Manager for Road Transportation from Oct 2022 to Till Date. I am handling all branch activity, and Vehicle Placement (Normal and ODC consignments).

AUG - 2016 - OCT 2022

TRAFFIC IN-CHARGE, CJ DARCL LOGISTICS LTD.

Working as Traffic In-Charge for Road Transportation from Aug 2016 to Oct 2022.

SEPT -2011 - AUG-2016

SR. OPERATION IN-CHARGE, AGRON LOGISTICS PVT. LTD

Worked as Sr. Operation In-Charge for Road Transportation from Sept 2011 to Aug 2016.

OCT -2009 - AUG-2011

OPERATION IN-CHARGE, SHREE MURUGAN CARGO PVT LTD

Worked as Operation In-Charge for Road & Rail Transportation from Oct 2009 to Aug 2011.

SEPT -2006 - AUG-2009

OPERATION IN-CHARGE, SRC EXPRESS CARGO PVT LTD.

Worked as Operation In-Charge for Road & Rail Transportation from June 2006 to Sept 2009.

SEPT -2000 - AUG-2006

OPERATION IN-CHARGE, D.K. FRIEGHT CARRIER.

Worked as Operation In-Charge Road Transportation from Aug 2000 to April 2006.

Nov -1997 – aug-2000

EXECUTIVE OPERATION, ASSAM MANIPUR CARRIERS PVT LTD.

Worked as executive operation for road transportation from Nov 1997 to Aug 2000.

EDUCATION

1995

S.S.C, MAHARASHTRA BOARD (INDIA). CENTURY
RAYON HIGH SCHOOL

1997

H.S.C, MAHARASHTRA BOARD (INDIA).
BIRLA COLLAGE OF ARTS, SCIENCE, COMMARCE

SKILLS

- Team Player
- Client based retention.
- MS Office
- Time management
- Leadership
- Adaptability
- Problem-Solving
- Interpersonal skills

JOB DESCRIPTION/AREAS OF RESPONSIBILITIES:

- Currently handling many Key customers for Rail and Road movement.
- Support Strategic Business initiatives by working with managers to plan & execute processes program including business planning, & business development till successful execution.
- Operation control through analysis of enquiries and requirements of customers' need.
- Preparation of Budgetary quotation (cost optimization) and convert to customer delight through customized service delivery.
- Initiating new process in operation to bring operational/service efficiency.
- Niche Analysis Study of Competitor Activities & organizing monthly review meeting among team members for working out strategically framework.
- Managing inbound & outbound logistic support to Rail & Over-dimension Cargo Segments.
- Participation in Tenders and Online Bidding, Preparation of Customer Data Master form on monthly basis. Preparation of costing and on time RFQ submission.
- Generation & Submission of Customized MIS Report to customers regularly.
- Imparting Training to Marketing workforce, with periodical evaluation & 24x7 supports to subordinate staff.

EXTRA CURRICULAR ACTIVITIES.

Played volleyball from Birla college of Arts, Science & Commerce Kalyan. Played at various level such as district and state tournament also played at senior state tournament forthane district volleyball team.

I do hereby that the information given by me is true to the best of my knowledge and belief.

Date: 12-02-2022

Place: Kalyan, Mumbai

Yogesh Sharma