

ASHARANI SAGAR

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Career Objective :

Seeking a position in life to utilize my skills and abilities, and achieve professional growth while being resourceful, innovative and flexible. To add on to valuable assets to your esteemed organization as an active member.

Experience :

1. Current position : Operation Manager at Black Buck – Since February 2019 to 2023

Roles and Responsibilities :

- Mainline responsible for onboarding Client and Vendors, Truck owners and Brokers in our platform.
- New vendors development based on project wise, lane wise, Route planning will be done based on client requirement.
- Identify opportunities in FTL(Long – haul) movements converting to Monthly, Quarterly contracts with assigned vendors.
- Meet potentials truck owners by growing, maintaining, and leveraging my network.
- Participate in buddings, Ad-hoc & RFQ if any
- Make the vendors to download our app and motivate them to participate in budding.
- Co-ordinate with Cross-functional terms like ops, Finance and It to deliver expected service.
- Handling Services issues, client queries, Vehicle breakdown, accident cases handling, Detention, and GPS SIM based tracking, driver engagement till collection of POD.
- Co-ordinate with Finance team and advance and balance payment transfer to vendors on time.
- Maintained monthly reports and achieved targets.

Significant Achievements :

- On boarded 50+ vendors on monthly basis in our platform from south states including Bangalore, Chennai, Nagpur, Hyderabad, Pune etc.
- Placing 80-100 vehicles MOM
- Revenue will be 5-8l on average.

Key Strength :

- Builds self and Team.
- Engagement and performance
- Thinks and acts strategically, like an owner/Entrepreneur

2. Assistant Sales Executive at P.N.G – Since Dec 2015 to Dec 2018

Key Strength :

- Maintain stocks levels
- Sales
- Customer Requirement Reports
- Data Management (VIP Customers)
- Purity / Quality checking through machines
- Customer Relationship
- Focusing on sell aged products
- Displaying new arrivals
- Promoting ongoing offers with upcoming offers
- Involving in marketing activities.

3. Golden Ex-Servicemen Multipurpose Service : HR RECRUITMET

- Team Management.
- Experienced in working in dependently and achieved the given targets.
- Attending customer calls and solving customer concerns.
- Preparing weekly Report and Monthly Report and Analyzing the individual's

Achievements:

- Worked hard and got promoted to handle team of 10 Executives.
- Never missing given targets.
- Secured Best Employee Award in 2017.

Skills :

1. MS Office
2. MS Excel
3. Power Point
4. Fundamentals of computer.

Educational Qualification :

Course	School/College	Board/University	Passing Year	Percentage
MBA	Rabindranath Tagore University	Rabindranath Tagore University	2022	68%
B.Com	Dr. Ambedker Degree College, Gulbarga	Gulbarga University	2017	75%
PUC	Jawahar PU College	Pre-University	2014	60%
SSLC	Shivalingeshwara High School	Karnataka Board	2012	49%

Personal Details :

Full name : Asharani Sagar
Father Name : Kupendra
Date of Birth : 19th June 1997
Gender : Female
Marital Status : Single
Languages known : English, Kannada, Hindi.
Present Address : H No 56, Afjalpur Road, Near Hanuman Temple, Biddapur Colony, Gulbarga 585103.

I hereby declare that the above-mentioned information is true and correct to the best of my ability and belief.

Thanking You.

Place : Bangalore.

Date :