

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

New Market Development

Key Account Management

Cargo Operations

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) *APR 2000*

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

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

2007-2008> BM - Baddi Area> ,Naiagarh,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 *GPR*

(MSIL)Gurgaon Neemrana Manesar Dharuhera *OM*

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 1998 (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 — BNG.

Grad.

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

Joined - TCI Express. In 1999 → Trainee Asst - 1470 - salary - Kharagpur

TCI - Reporting to 2001 Branch Incharge - Haldia.

R.m - kolkata - V.V.K Rao. 2006 Op's manan - hw
khalagpur ↓

Rcm - Goswamy - Chandigarh. 2008 B.M - Jhaemajhin.

A.V. Rev - ROPR.

2010 Bm - Kashipur.

2012. ↓
B.m - Kolkata. - 12500/salary

TCI \rightarrow 2012 - 2018 \rightarrow maruti suzuki - payroll - 2% \rightarrow "B.A"
left - "due to Transfer to ~~Asset~~ Growth"

2019 to 2021 - Sugam - A.M → Sonauli Border - 35000/-

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

Reporting to Reddy - 2m → 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 "Ahmd."

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 + Accomidation.
(deduct - P.F + R.H.S.A)

Family @ Halayang (Noble)

Farm Name - Wife - Home with the

2 daughters - Got married

1 son - Got married

2 Brother - 1 Brother - Farmer

1 Brother - Farmer
1 Brother - Army Logistics - Balk (Trains were)

8 months ^{4 months} Education - 12th ²⁰⁰⁰ daughter - 10th
 L Euland would do this \rightarrow QWR \rightarrow Kinds ^{with - let 3 months}
Yields / name / date / passport P
 ngr \rightarrow Sales & Ops \rightarrow 2025 Rep to Hans mg

R/b L Banyan - Atsward
4,30,000 Net Salary = 38,000 ^{company accommodation}
Ops : Transfer \rightarrow Not knowledge 8000 Room + company vehicle
Talun \rightarrow 16th Nov - 18
12 to - 20
16 - 20

closed \rightarrow Rohu Caps : Rm - Ramul sum
doed issue \rightarrow sale out / Up/40 closed
Salary
30,000

L Sugar - 1 1/2 bag \rightarrow pharm / 1/2 bag Bank 2,50,000 45000 of 10k per
1/2 bag Bank

L 12th - tea express

L 6 yrs - del PA

Exp : 54k - 64k

Time : 2 months / 10th Nov

Business Retained Rz

Remarks : person Aug
Salary exp : 42000 - but for next Round but will
Note heavy Drinker, he called me. at 10:30 pm and spoken to
 that he is not interested to join.