

PAWAN KUMAR

C/o Mr. Subhash Yadav

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New Delhi - 110037

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Objective:

To gain eminence as marketing professional & work in challenging position that will allow me to utilize my flair for innovation, communication skill and team building skills.

Area of Strength Includes:

Independent handling of area activities, marketing, operation, payment collection vehicles route movement, franchises development and customers care with effective manner. To make strong relationship with customer and solve all transportation and logistics solution. Excellent negotiations and inter personal skills.

Presently Working with **ABC Transport Co. Pvt. Ltd.** from -17/02/2025 to till date, As Sr. Sales Manager, PTL Business Head.

Previously Worked with **Metropolis Logistics Pvt. Ltd.** from -15/08/2022 to 30/12/2024 date, As a RSM, North. Doing 110 lakhs business per month new business generated.

Worked with **Fretex Logistics Solution Pvt. Ltd.** Delhi as a Zonal Sales Manager North from 2nd August 2021 to 14 Aug 2022. Taken care Sales- UP, UK, HR, AND DELHI NCR. And generated business of Rupees 1.60 Cr per month from North. Business generated by me approx. 70 lakhs per month.

Worked with **STELLAR INNOVATIVE LOGISTICS SERVICE PVT LTD**, Delhi as a Regional Sales Manager, North 1(Area taken care, UP, UK AND NCR) from 1st December 2013 to 31 July 2021. A reputed Mumbai based concern with more than 180 cores turnover brand name in the Express cargo in Train, Surface and Air Cargo and Supply Chain Distribution.

Key Responsibilities:

- 1 Increased sales from Zero to 5.25 crores per Month within short period.
- 2 Business generated by me approx. 1.35 CR per month.
- 3 Managing North India Sales as well as collection and solving all service issues.
- 4 Efficiently handling sales, operation activities and whole administration.
- 5 Achieved More than 100 % Sales target in every years.
- 6 Maintain continue business growth and customer relationship.
- 7 Given growth more than 100 % plus as management required.
- 8 When I was joined company have no any route vehicle was running.

Worked with **QUICK N SAFE LTD** (Dehradun & Delhi) As a Regional Sales Manager North. From 05 April 2009 to 30 Nov 2013. A reputed Kolkata based concern with more than 80 CR turnover brand names in the Express Cargo in Train, Surface and Air cargo. Joined as Area manager Uttarakhand and after one year I have taken the responsibility as a Regional sales head, north region. I have open four branches in Uttarakhand like- Haridwar, Dehradun, Roorkee and Rudrapur. Increased Sales from 70 lakhs to 2.50 CR as a Zonal Manager, North. Successfully leading a team of Area manager, Branch Managers, CRM team and operation team for achievement of business Growth and service Level as client required.

Rahul Cargo Pvt Ltd (Dehradun) 09 March 2007 to 31 March 2009. Worked as an area Manager Uttarakhand. Started with New office in this area and made the area for 35 lakhs per month. Opened branches at Haridwar, Dehradun, Roorkee and Rudrapur.

Speedage Express Cargo Service (Division of TNT India Pvt. Ltd.) Dehradun. 11 July, 2005 to 31 March 2008 (Dehradun) Worked as a Territory Manager. A reputed Mumbai based concern with more than 100 CR turnover brand name in the Express cargo. When I was taken the charge of Uttaranchal in July 2005 company have not their own office and business of that time. After all I have taken a challenge and prove to myself within a very short period and given business 35 lacs per Month.

GATI LTD. 15 Oct. 2001 to 15 July, 2005 Worked as a Senior Sales Executive - Major Accounts (Delhi /Kanpur/ Dehradun)

- 1 Continuous business growth of the assigned territory
- 2 Control over the deductions and collections
- 3 Maintaining monthly sales target in the competitive scenario
- 4 New business development through profit making contracts Maintaining good customer relation by solving their problems and Issues.
- 5 Penetrating competitor's customers in the territory
- 6 Managed 3 to 5 Gati Associates in assigned territory.

UNIWORLD TELECOM LTD. Noida 6th April '98 to 30th Sept 2001.

- 1 Worked as a Business Executive
- 2 Supervision of sales through dealers network of the company
- 3 Planning and executive special schemes to promote products of the company
- 4 Making good relation with dealer to company in order to expand sales to include mass-market accounts.
- 5 Established major dealers for the company in the Bihar, Jharkhand & West Bengal.

Education:

- 1 MBA (Marketing) from IIBM, Patna 1995-1997.
- 2 Bachelor of Arts from Vinobha Bhawe University, Hazari Bagh in 1990-93
- 3 Schooling from Rajendra High school, Sindri, Dhanbad, Jharkhand.

Interest :

- 1 Playing & Watching Cricket, Listening Soft Music

Personal Details :

Date of Birth	:	26/01/1974
Father's Name	:	Mr Abhay Kumar Singh
Marital Status	:	Married
Language Known	:	English & Hindi
Nationality	:	Indian
Religion	:	Hindu
Current CTC	:	15 Lakhs
Permanent Address	:	Qtr No. RMK4 – 215 Sindri, Dhandbad-828122, Jharkhand

Date:

(PAWAN KUMAR)

Place: - New Delhi

Pawan Kumar

9310098646

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Sanshu Singh ✓

Salary: 18 lakh

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PTL (not expansion)

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↳ M. S. S. S.
↳ C. S. S.
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