

12/10/2008

CURRICULUM VITAE

G.S.Bisht

Mob. – 9319370965

Email: ggovind_bisht@rediffmail.com

Village:-Plot No.21,House No.66

Post office :-Bahadrabad

Dist:-Haridwar-249403

State:-U.K

CAREER OBJECTIVE :

To work with the Best in industry so that I can utilize my skills, potential and experience to the maximum and to become a value addition to the organization along with focusing on self development.

PERSONAL EXPERIENCE:

Over 16+ years of diversified exposure & experience in Service Industry in the field of Logistics, Cargo Management in AFL Logistics , TNT Speedage,Flywheel Logistics Pvt Ltd,V- Express(V-Trans Group), Acutime Logistics Pvt Ltd. And Currently working with Stellar Innovative Trans Solutions Pvt Ltd.

EDUCATION:

Graduation From (Kumaon University) In-2001

Intermediate from U.P Board In-1997

High School from U.P Board In-1995

COMPUTER SKILLS:

Functional Office use, which include, e-mail, Internet along with Ms Office/Excl and ERP Software. Good command over package driven program for on line use.

PRESENT JOB PROFILE:

Presently working with Stellar Innovative Transportion Solutions Pvt Ltd as Asst.Sales Manager, Looking Haridwar and Roorkee.

JOB PROFILE

This is a responsible for a position as Asst.Sales Manager with key tangible deliverables pertaining to Logistics and Express Booking , Sales for NBD and Existing as per Company Norms. And Reporting directly to the Direct Zonal Sales Head above The key result areas in this position as follows: ---

- ❖ Generating business from the clients who are required transportation LTL/FTL and Express.

* 12 Client / LTT & FTL
Policar, Ranka, Zinko, Phaura, Antorcha, P

- ❖ Conducting market research to identify selling possibilities and evaluate customer needs.
- ❖ Actively seeking out new sales opportunities through cold calling, networking and social media.
- ❖ Setting up meetings with potential clients and listening to their wishes and concerns.
- ❖ Create frequent reviews and reports with sales and financial data.
- ❖ Negotiate/close deals and handle complaints or objections.
- ❖ Collaborate with team members to achieve better results.
- ❖ Gather feedback from customers or prospects and share with internal teams.
- ❖ Skilled in formulating and implementing strategy with clients and help develop advertising campaigns.
- ❖ Presenting creating proposals to clients for approval, making sure all components are in line with the brand.
- ❖ Addressing any issues and delays in the project, as well as clients' feedback.
- ❖ Adept in delivering completed projects to the client on time, meaning budgets for multiple accounts.
- ❖ Acquires new accounts and negotiates contract; disclosing campaign details to the client and all team members; monitoring all stages of campaigns to guarantee that the run smoothly.
- ❖ Involved in offering creative ideas to the account manager to devolve an organize the exciting campaigns and encourage clients to understand the importance of creativity throughout projects keeping oneself stimulated in order to achieve maximum productivity.
- ❖ Achieving monthly and Quarterly Targets product wise in terms of Weight & Revenue.
- ❖ Analysing latest marketing trends and tracking competitors activities and providing valuable inputs to the seniors for fine tuning sales & marketing strategies..

EXPERIENCE:

- ❖ 3Yrs Experienced with AFL Logistics Pvt Ltd Worked at Delhi & Haridwar as a operation executive. Jan-2004 to Feb-2007 *Operations, Delivery, Incharge*
- ❖ 2.5 Yrs. Experience with TNT Speedage Haridwar As a Operation Incharge. Apr-2007 to Nov-2009
- ❖ 2 Yrs Experienced With V-Express Ltd Worked at Haridwar as a Sales executive Dec-2009 *Transfer*
- ❖ 5Yrs Experienced With Flywheel Logistics Pvt Ltd at Roorkee as a ASM July-2012 *Sales & Marketing (Head)*
- ❖ 1.5 Yrs Experienced with Accutime Logistics Pvt Ltd. as a Branch Manager Looking Haridwar and Roorkee. Jan-2018 *ITL (Brand)*
- ❖ Currently Working with Stellar Innovative Trans Solutions Pvt Ltd as A Asst. Sales Manager from 01st August-2019 Based Haridwar And Roorkee

PERSONAL DETAILS

Name : G.S.Bisht
Father's Name : Late- Shri.Dhan Singh
Permanent Address : Village& Post Patkot,Ramnagar Nainital(UK)
Date of Birth : 2/06/1974
Marital status : Married
Sex : Male
Language Known : English &Hindi

Place : Haridwar

Signature

Date:

(G.S.Bisht)