

# CURRICULUM VITAE

Mahavir Parshad

**ZONAL HEAD WITH 25 YEAR  
EXPERIENCE IN  
(SALES & OPEATIONS)**

## Contact Details:

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## Professional Specialization:

- Sales & Marketing
- Operation Management
- Vendor Management
- Contact Negotiations
- Key Account Management
- Market & Competitor Analysis
- Team Management
- Management & leadership skills
- Distribution & transport management
- Fleet Management
- Solution Selling
- Profile & loss management

## Professional Awards:

- Best Key Account Manager Award by Regional Head at Mumbai.
- Best Business Development Officer Award by Zonal Head at Haridwar.
- Top Performer Award by Zonal Head at Darbhanga.

## Objective :

Driven committed management specialist with 25+ Years of robust experience directing and leading various departments. Proven expertise in providing solution, Business Development , Sales & marketing, Operation management etc in logistic company .

Servicing for Business Head position in an organization where I can be contributed to further the mission of the company.

## Professional Experience:

### **Zonal Head | April 2019 – Feb 2020 | Kurnool |**

TCI Freight ( A Division of Transport Corporation of India Limited)

### **Controlling Manager | Apr 2017 – Mar 2019 | Panjim |**

TCI Freight (A Division of Transport Corporation of India Limited)

### **Key Account Manager | May 2014 – Mar 2017 | Mumbai |**

TCI Freight (A Division of Transport Corporation of India Limited)

### **Business Development Officer | April 2010 – May 2014 | Haridwar |**

TCI Freight (A Division of Transport Corporation of India Limited)

### **Branch Incharge | May 2005 – Mar 2010 | Kharagpur |**

TCI Freight (A Division of Transport Corporation of India Limited)

### **Senior Supervisor | Jan 2001 – APR 2005 | Darbhanga |**

TCI Freight (A Division of Transport Corporation of India Limited)

### **Supervisor | Apr 1998 – Dec 2001 | Maunath Bhanjan |**

TCI Freight (A Division of Transport Corporation of India Limited)

### **Educational Qualification:**

- Graduate (BA)
- Intermediate (12<sup>th</sup>)
- Metric (10<sup>th</sup>)

### **Technical Qualification:**

- Basic Of Computer
- MS OFFICE, MS-Excel
- Power Point
- Email
- Internet etc.

### **Certificate:**

- **Expert in Logistics by TCI Freight ( A division of Transport Corporation of India )**

### **Permanent Address:**

House No.3039, Jawahar Nagar,  
Mandi Adampur, Hisar,  
Haryana – 125052

### **Language Known:**

- Hindi
- English

### **Personal Details:**

- DOB: 04 Jan 1972
- Marital Status: Married
- Nationality: Indian

### **Assistance | Jan 1996 – Mar 1998 | Rewa |**

TCI Freight (A Division of Transport Corporation of India Limited)

### **Training Asst. | Mar 1995 – Dec 1995 | Allahabad |**

TCI Freight (A Division of Transport Corporation of India Limited)

### **Key Responsibility Area:**

#### **Strategic Planning & leadership :**

- Build & lead the team in the entire territory.
- Recognize market opportunities.  
Managed Sales, operations, finance in the assign territory.
- Sales Growth and collection - Drive positive and sustainable business growth of TCI Freight and all group companies .
- Relationship Management: Manage and develop Associates based in the area, to ensure stable working relationships.
- People Management: Lead and foster growth and development of employees, measure & enhance their productivity. Develop a learning and congenial work environment to support employee retention & productivity.
- Operation Management : Ensure error-free, smooth, synchronized, reliable and disciplined operations ( Booring, Transhipment and Delivery) in the area to maintain the targeted service level excellence & highest levels of quality.
- Finance Management : Manage finance, banking activities, accounting and audit activities and ensure adherence to all processes and regulations.
- Administration: Manage all administrative activities in the area. Liaison with local authorities for compliance and smooth working of the organization. Maintain relationships with landlords and service providers.
- Profit & Loss Management – Leading & managing profit & loss for the assign territory by management.
- Review financial statements & activities reports identifying areas needing cost reduction or program improvement.

### **Business Development & Key Account Management:**

- Identifying and networking with prospective clients, generating business from the existing accounts and achieving profitability and increased sales growth
- Utilizing the public information and personal network to develop marketing intelligence for generating leads.
- Acquires new business, develops the existing client base, and leads the account management.
- Develop new business through approaching new customers & expansion of existing territory.
- Undertake cross selling and up selling within existing customer base to further develop account potential.
- Managing complex Logistics Solutions for major customers operating in India to ensure that performance targets are met.
- Monitor Major accounts to ensure that all contractual requirements are met and manage all activities and projects within these accounts.
- Staying current on the entire line of Logistics solutions provided by Transport Corporation of India Ltd.
- Follow-up & ensure timely collection of payments as per SLA.
- Maintaining Client KPI with different departments.
- Building and maintaining smooth relationship with clients and generating revenue.
- Capturing client need, communicating client requirements, proactive strategic marketing.
- Investigating and solving customer's problems, which may be complex.

### **Operation & Team Management:**

- Responsible for managing assets and available business in such a way as to minimize operational expenses while maximizing equipment utilization.
- Supervise key terminal staff to monitor operations at all company truck terminals, ensuring workload is completed per customer expectations: efficiently, safely, and compliant with all applicable regulations.
- Work with COO, corporate management, human resources department, and terminal supervision to determine staffing levels, job descriptions, and assist in the recruitment of drivers and support staff.
- Align resource management (manpower and asset) strategy with business strategy across different business activities.
- Motivate colleagues at organisational level to develop innovative solutions for driving change.
- Manage overall transportation operations, including the chemicals goods.
- Communicate key messages resulting from transport operation's data analysis to key stakeholders.
- Communicate importance of achieving transportation operation timeframe outcomes with efficient use of resources.
- Build a culture of business process improvements that extend beyond project life cycle.
- Anticipate emerging transport operations parameters to determine future resource requirements.
- Formulate vehicle fleet management strategy across different plans.
- Identify strategic priorities of each specific transport link in development of plans.
- Review cargo consolidation plans to identify savings in space, cost, and efficiency.
- Review effectiveness of risk management plan and resources for transport execution.
- Directing activities related to dispatching, routing, and tracking of transportation vehicles.
- Ensuring that all vehicles are properly maintained and operated in accordance with laws & regulations.
- Coordination with other departments within an organization to ensure that transportation needs are met.