Manish Mulraj Tanna

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**District -Gandhinagar**

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D.O.B: 17th May 1967

B. Sc. ( Chemistry)

**OBJECTIVE :**

To work in a challenging environment where my skills and knowledge are utilized for providing Integrated Logistics Solutions.

Given an opportunity I will serve as an asset to your organization.

**PROFESSIONAL EDUCATION** :

|  |  |  |  |
| --- | --- | --- | --- |
| **SCHOOL/COLLEGE** | **BOARD/UNIVERSITY** | **YEAR OF PASSING** | **GRADE** |
| T.Y.B.Sc. Chemistry | Goa University | 1991 | 48% |
| H.S.S.C.E | Goa Board | 1986 | 48% |
| S.S.C.E | Goa Board | 1983 | 63% |

**NATIONALITY** : Indian

**MARITAL STATUS : M**arried

**SEX :** Male

**RELIGION :** Hindu

**LANGUAGES KNOWN :** English, Hindi, Marathi, Konkani, Gujarati, and Kannada

**HOBBIES :** Reading, Travelling, Playing, Singing & Social work

**PERSONAL STRENGTHS :** Hard working, Honest, Practical & Possess

Communication and analytical skills

**Name of the Firm : Gac Logistics Pvt Ltd**

**Job Designation : Branch Manager- Sales ( Gujarat & Goa )**

**Location : Ahmedabad**

**Duration : 01.09.2018 to 31.12.2019**

### Job Responsibilities : Sales

* Promoting International Logistics Solutions end to end logistics solutions
* Maintaining a good public relations with the clients gathering of information and market facts
* Promoting International Logistics Solutions by sea, air providing customs clearance
* Studying strategies by competitors and implementing denotative strategies to provide better service.
* Co-coordinating with the Accounts Department in matters relating to preparing of invoices and recovery of outstanding amounts from the clients.

**Operations**

* Monitoring of operations of transportation vehicles (incoming & outgoing )
* Monitoring of operations loading, un loading, factory stuffing for air shipments and

sea shipments with interacting with excise authority & CHA

* Negotiating with transportation vendors , Customs clearing agents, airlines as well Shipping lines
* Controlling the Sales and Operational activities by achieving the targets set by Head Office compiling sales activity for Gujarat & Goa

**Name of the Firm : Jet Freight Logistics Ltd**

**Job Designation : Branch Manager- Sales ( Gujarat & Goa )**

**Location : Ahmedabad**

**Duration : 06.06.2016 to 31.08.2018**

### Job Responsibilities : Sales

* Promoting International Logistics Solutions end to end logistics solutions
* Maintaining a good public relations with the clients gathering of information and market facts
* Promoting International Logistics Solutions by sea, air providing customs clearance
* Studying strategies by competitors and implementing denotative strategies to provide better service.
* Co-coordinating with the Accounts Department in matters relating to preparing of invoices and recovery of outstanding amounts from the clients.

**Operations**

* Monitoring of operations of transportation vehicles (incoming & outgoing )
* Monitoring of operations loading, un loading, factory stuffing for air shipments and

sea shipments with interacting with excise authority & CHA

* Negotiating with transportation vendors , Customs clearing agents, airlines as well Shipping lines
* Controlling the Sales and Operational activities by achieving the targets set by Head Office compiling sales activity for Gujarat & Goa

**Name of the Firm : Gati Ltd**

**Job Designation : Branch Manager- Sales ( Gujarat & Goa )**

**Location : Ahmedabad**

**Duration : 06.04.2014 to 31.03.2016**

### Job Responsibilities : Sales

* Promoting International Logistics Solutions end to end logistics solutions
* Maintaining a good public relations with the clients gathering of information and market facts
* Promoting International Logistics Solutions by sea, air providing customs clearance
* Studying strategies by competitors and implementing denotative strategies to provide better service.
* Co-coordinating with the Accounts Department in matters relating to preparing of invoices and recovery of outstanding amounts from the clients.

**Operations**

* Monitoring of operations of transportation vehicles (incoming & outgoing )
* Monitoring of operations loading, un loading, factory stuffing for air shipments and

sea shipments with interacting with excise authority & CHA

* Negotiating with transportation vendors , Customs clearing agents, airlines as well Shipping lines
* Controlling the Sales and Operational activities by achieving the targets set by Head Office compiling sales activity for Gujarat & Goa

**Name of the Firm : Lcl Logistix India Pvt Ltd**

**Job Designation : Business Development Manager**

**Location : Ahmedabad**

**Duration : 1/06/2012 to 31.03.2014**

### Job Responsibilities :

**Sales**

* Promoting LclLogistix India Pvt Ltd providing end to end logistics solutions
* Maintaining a good public relations with the clients gathering of information and market facts
* Promoting International Logistics Solutions by sea, air providing customs clearance
* Studying strategies by competitors and implementing denotative strategies to provide better service.
* Co-coordinating with the Accounts Department in matters relating to preparing of invoices and recovery of outstanding amounts from the clients.

**Operations**

* Monitoring of operations of transportation vehicles (incoming & outgoing )
* Monitoring of operations loading, un loading, factory stuffing for air shipments and

sea shipments with interacting with excise authority & CHA

* Negotiating with transportation vendors , Customs clearing agents, airlines as well Shipping lines

**Name of the Firm : Drive India Enterprise Solutions Ltd**

**(A Tata Enterprise)**

**Job Designation : Area Sales Manager**

**Location : Goa**

**Duration : 17/01/2011 to 15/05/2012**

### Job Responsibilities

**Sales :**

* Promoting Drive India Enterprise Solutions Ltd (A Tata Enterprise )providing End to End logistics solutions
* Maintaining a good public relations with the clients and also gathering of information and market facts
* Promoting Warehousing Solutions, Distribution (Primary & Secondary Distribution) International Logistics Solutions
* Studying strategies by competitors and implementing denotative strategies to provide better service.

**Operations :**

* Monitoring the operations to carry connect loads and distribution of the loads to the respective locations.
* Monitoring warehouse operations for local deliveries of shipments
* Monitoring of operations of transportation vehicles (incoming & outgoing )
* Monitoring of loading, un loading, factory stuffing for air shipments as well as ocean shipments.
* Negotiating with transportation vendors , Customs clearing agents, airlines as well Shipping lines
* Co-coordinating with the Accounts Department in matters relating to preparation of invoices and recovery of outstanding amounts from the clients
* Controlling the Sales and Operational activities by achieving the targets set by Regional Head Office and reporting to the Head Regional Business by maintaining daily activity file / reports

**Name of the Company : Hellmann Worldwide Logistics (I) Pvt Ltd**

**Job Designation : Business Development Manager**

**Location : Goa**

**Duration : 06.11.2009 to 15.01.2011**

### Job Responsibilities

Sales :

* Promoting Hellmann Worldwide Logistics providing freight forwarding logistics solutions import
* Maintaining a good public relations with the clients and also gathering of information and market facts
* Studying strategies by competitors and implementing denotative strategies to provide better service.

**Operations :**

* Monitoring operations of the load exports as well imports from airports & Ports
* Monitoring of loading, un loading, factory stuffing for air shipments as well as ocean shipments.
* Negotiating with transportation vendors , Customs clearing agents, airlines as well Shipping lines
* Co-coordinating with the Accounts Department in matters relating to preparation of invoices and recovery of outstanding amounts from the clients.

Controlling the Sales and Operational activities by achieving the targets set by Regional Head Office and reporting to the Head Regional Business by maintaining daily activity file / reports

**Name of the Company : Xpress Logistics Pvt Ltd**

**Job Designation : Sales Manager –**

**Location : Mumbai**

**Duration : 09/11/2006 to 30.10.2009**

### Job Responsibilities

**Sales**

* Promoting Xpress Logistics Pvt Ltd providing logistics solutions door to door services
* Maintaining a good public relations with the clients and also gathering of information and market facts
* Studying strategies by competitors and implementing denotative strategies to provide better service.

**Operations**

* Monitoring operations of the load at airports/railways stations
* Negotiating with transportation vendors, railways agents,
* Monitoring operations of the load incoming loads and outgoing from all locations by air as well as surface
* Negotiating with transportation vendors , agents, airlines
* Co-coordinating with the Accounts Department in matters relating to preparation of invoices and recovery of outstanding amounts from the clients.

Controlling the Sales and Operational activities by achieving the targets set by Regional Head Office and reporting to the Head Regional Business by maintaining the daily activity file / report.

**Name of the Firm : DTDC Courier & Cargo Ltd**

**Job Designation : Branch Manager**

**Location : Goa**

**Duration : 08/05/2006 to 08/l1/2006**

### Job Responsibilities :

**Sales**

* Marketing the various products of DTDC Courier & Cargo Ltd., and providing logistic solutions.
* Maintaining a good public relations with the clients and also gathering of information and market facts
* Studying strategies by competitors and implementing denotative strategies to provide better service.
* Supervising a team of Jr. Sales Executive and imparting practical and theoretical training for marketing the products.

**Operations**

* Co-coordinating & monitoring the operations to carry connect loads and distribution of the loads to the respective franchisee for deliveries.
* Co-coordinating with the Accounts Department in matters relating to preparing of invoices and recovery of outstanding amounts from the clients.
* Development of franchises and Express collection centers.

Controlling the Sales and Operational activities by achieving the targets set by Regional Head Office and reporting to the Head Regional Business by maintaining the daily activity file / report.

**Name of the Firm : Overnite Express Limited**

**Job Designation : Area Sales Manager**

**Location : Goa**

**Duration : 15/12/2004 to 30/04/2006**

### Job Responsibilities

* Marketing the various products of Overnite Express Ltd., and providing logistic solutions.
* Maintaining a good public relations with the clients and also gathering of information and market facts
* Studying strategies by competitors and implementing denotative strategies to provide better service.
* Supervising a team of Jr. Sales Executive and imparting practical and theoretical training for marketing the products.
* Co-coordinating the operations to carry connect loads and distribution of the loads to the respective franchisee for deliveries.
* Co-coordinating with the Accounts Department in matters relating to preparing of invoices and recovery of outstanding amounts from the clients.
* Controlling the Sales and fields activities by achieving the Sales targets set by Regional Head Office and reporting to the Head Regional Business by maintaining the daily activity file / report.
* Development of franchises and Express collection centers.

**Name of the Firm** : **First Flight Couriers Ltd.,**

**Job Designation : Senior Marketing Executive**

**Location : Goa**

**Job Duration : 12-06-2000 to 30-11-2004**

**Job Responsibilities**

* Marketing the various products of First Flight Couriers Ltd., providing logistic solutions.
* Launching sales of products like air-cargo, surface-cargo and emotional bond.
* Maintaining a good public relations with the clients and also gathering of information and market facts
* Studying strategies by competitors and implementing denotative strategies to provide better service.
* Supervising a team of Jr. Sales Executive and imparting practical and theoretical training for marketing the products.
* Co-coordinating the operations to carry connect loads and distribution of the loads to the respective branches for deliveries.
* Co-coordinating with the Accounts Department in matters relating to preparing of invoices and recovery of outstanding amounts from the clients.
* Controlling the Sales and fields activities by achieving the Sales targets set by Regional Head Office and reporting to the Area Manager by maintaining the daily activity file / report.

## Last Drawn Salary 9.60 Lakh + Travel + Mobile - Gac Logistics Pvt. Ltd.

■ Salary is negotiable

**Place**: Ahmedabad **(Manish Tanna)**