

## **Ronel Allan Vaz**

**E-Mail:- ronelvaz24@gmail.com    Mobile: personal - 6356393765**

*Having more than 13 years of experience in E commerce logistics / Transportation -Logistics functions i.e /Key Account Management/ Operations logistics, with an organizations of repute*

### **PROFESSIONAL SNAPSHOT**

**Since – June 2022 to till date V-trans(I) LTD. SR. Executive Operations Ahmadabad -Gujarat.**

- Dynamic, competent professional with over 13 **years of experience** in *Man management and Operations ( First mile to last mile) (Express Cargo (railways & surface), Hard freight (Sundry & FTL) commerce logistics, Transportation, 3 pl, Warehouse Management)*
- Currently working with **V-trans(I) LTD As SR. Executive Operations - Gujarat at Ahmadabad**
- Excellent relationship management skills and proficiency in managing clients & network partners.
- Expertise in managing a diverse range of activities for cargo operations including storage, receipt & delivery of shipments.
- Excellent interpersonal, analytical & negotiation skills with proven track record of spearheading numerous cost innovation projects during the career span.

### **CORE COMPETENCIES**

#### **Business Development :**

- Analyzing latest marketing trends and tracking competitors' activities and providing valuable inputs for fine tuning sales & marketing strategies and managing credit related activities.
- Implementing competitive strategies for generating sales, developing & expanding market share towards the achievement of revenue & profitability targets.
- Utilizing market information & personal network to develop marketing intelligence for generating leads.
- Driving business growth through identification & penetration of new market segments for attainment of periodical targets.

#### **Operations;**

- Managing seamless movement of the consignments from the pick up point to the destination
- Handling loading / unloading at transshipment, movement of cons from hub etc
- Identifying & developing networking partners including franchisees, Vendor & loaders.
- Providing inputs for the formulation of price tariffs.
- Overseeing the conduct of market surveys and analyse results for facilitating decision making by the top management.
- Strategically plan the movement and storage of materials, (and the related information flows) through the organization and its marketing channels.
- Prepare Monthly Reports like Sales Statements, Collections Reports, Cash Flow, Liability statement.

#### **Network Management;**

- Operations' planning & management across various locations and management of franchisees for excellent service deliverable *Monitoring Operations & collections for numerous locations.*

### **ORGANISATIONAL EXPERIENCE**

**Since – June 2022 to till date V-trans(I) LTD. As SR. Executive Operations Ahmadabad -Gujarat.**

#### **Notable Accomplishments;**

- Analyzing latest marketing trends and tracking competitors' activities and providing valuable inputs for fine tuning sales & marketing strategies and managing credit related activities.
- Direct monitoring of Key Customers in terms of Revenue, Receivables & Relationship Management through respective Key Account – Managers.
- Analyzing MIS report by excel for pick up / delivery performance & etc.
- Managing seamless movement of the consignments from the delivery point to the destination.
- Implementing competitive strategies for generating sales, developing & expanding market share towards the achievement of revenue & profitability targets.
- Driving business growth through identification & penetration of new market segments for attainment of periodical targets.
- Visiting customer – to understand & align with the requirements – Pre Contract Activity.
- Circulating SOP & process to all concern branches across the country – Post Contract Activity.
- Reportability : General Manager at RO Mr. Chandrakant Makadia Sir.

**Since – From August 2020 to March 2022 Xpress Bees Logistics Pvt. Ltd. As SR. Executive Operations Ahmadabad -Gujarat.**

***Notable Accomplishments;***

- Warehouse management – timely reports to respective customers, secondary distribution, cost effectiveness, valued added services, re-newal of the contract, price escalation etc.
- Handling loading / unloading at transshipment, movement of cons from hub etc.
- Managing seamless movement of the consignments from the pick up & delivery point to the destination.
- Maintaining High degree of cost effective operation.
- Vendor & Development – attaching maximum no. of vendors as per company norms and negotiation with them, adding maximum no. of Franchisee / Associates for routine pick up and delivery activities.
- Additional Profile given on Training all employees on Process across the country.
- Responsible for achieving budgeted Service Level parameters in terms of Booking & Arrival Service Level, Delivery Service Level – since 18 months retain no. 1 position in the organization – got award & appreciation from CEO & MD(Amitava Shah).
- Reportability : State Manager at RO Mr. Venkat Suryawanshi Sir.

**Since – From September 2015 to November 2020 J V Express Logistics Pvt. Ltd. As Regional Operation manager -Gujarat / Maharashtra & Goa branch Operations.**

***Notable Accomplishments;***

- I have joined as State Manager and Promoted Regional Operation Manager and recently given charge as Regional Head – to take care of all activities & functions of all branches in the region.
- Responsible for Business, Operations and administration for the region.
- Direct monitoring of Key Customers in terms of Revenue, Receivables & Relationship Management through respective Key Account – Managers
- Warehouse management – timely reports to respective customers, secondary distribution, cost effectiveness, valued added services, re-newal of the contract, price escalation etc.
- Maintaining High degree of cost effective operation
- Control & Monitor – Network Operation, Cost, Service Quality
- Vendor & Franchisee Development – attaching maximum no. of vendors as per company norms and negotiation with them, adding maximum no. of Franchisee / Associates for routine pick up and delivery activities
- Vendor Development – attaching BA as per company norms for delivery & pick up movement – prime responsibility of monitoring of plying vehicle at lowest cost
- Additional Profile given on Training all employees on Process across the country.
- Periodic audit at branches on Vehicle Hire and other operation parameters, re-checking of vehicle hire with other and existing vendors in the respective territory .
- Responsible for achieving budgeted Service Level parameters in terms of Booking & Arrival Service Level, Delivery Service Level – since 18 months retain no. 1 position in the organization & got 3 time increment – got award & appreciation from MD (Mr. Girdhari Lal boss).
- Reportability : Mr. Umesh Mishra Sir – VP – HO Delhi.

**Since – From November 2011 to September 2012 Deccan 360 Logistics Pvt. Ltd. As Asst. supervisor - Ahmadabad -Gujarat**

***Notable Accomplishments;***

- Responsible for Operation, Accounts & Administration for all the branches of Ahmadabad
- Appointing and handling franchisee across the area
- Signing major contracts and retention
- Handling Team, periodic review, prospect generation and closing.
- Reportability – Area Manager at RO .

**Since –From March 2009 to August 2011 ExpressIT Logistics Pvt. Ltd. As Asst. supervisor - Ahemdabad -Gujarat**

***Notable Accomplishments;***

- Joined the organization as delivery boy , Promoted as asst. supervisor and recently given charge to take care of all pickup & delivery activities at satellite branches.
- Handling all pickup & delivery with date entry.
- Handling Team, periodic review, prospect generation and closing.
- Reportability – Area Manager at RO .

**Other Assignments**

- From December-2012 to August-2013 – I Global Pvt. Ltd. – BPO Agent at Ahmedabad (Gujarat)
- From -November 2013 to July 2015 - Unico fast Track Pvt.Ltd. – Floor Manager at Ahmedabad (Gujarat)

<b><u>SCHOLASTIC DETAILS</u></b>
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- DBA (Diploma in Business Administration from Indian Management Academy in the year 2011 with B++)
- GDBA (Graduate diploma in Business Administration from Indian Management Academy in the year 2014 with B++)

<b><u>PERSONAL DETAILS</u></b>
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Date of Birth : 10<sup>th</sup> Sep 1989

Marital Status : Married, - having 02 DAUGHTER

Address : 12, Dwarkesh park ,near vevekanand nagar, bagodra Village, Ahemdabad Gujarat 382435