

Suraj Dilip Shahu

Correspondence address

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CAREER OBJECTIVE : -

Serve the organization to make it distinguished by implementing my innovative ideas and see my professional Growth.

PROFESSIONAL EXPERIENCE :

PROFILESUMMARY

Currently working at own business since last year for logistics and couriers in the name of PMP express.

DTDC Express Private Limited as Sales Manager,Ahmedabad location.

Job Profile

Handling the entire Territory of Ahmedabad : Major areas are Vatva, Odhav, Naroda, Changodar and Sanand which is the major industrial belt of Ahmedabad.

New Customer acquisition in Credit, Retention and Brand building

Customer relationship management with the existing customers to expand the business is one of the key roles.

Responsible for collections.

Handling the customer complaints by coordinating with the customer service department to assure the customer get the best of the services as per the benchmark set.

Monitoring the Sales Targets allotted and responsible person to achieve the targets

Responsible for development of new business through scan of micro market like
Automobiles,Apparels,Pharma, Engineering etc.

WORKEXPERIENCE

Previous : Safexpress Private Limited

Duration : July 2013 to December 2018

Designation : Area Manager

Location : Sanand

Job Profile

Creative & multi-disciplinary Area Manager renowned for leading a multi functionary team of Operation/Finance/Retail Sales ensuring that the strategic objectives were well understood and executed and reported by the team

Maximized sales by designing and launching proactive campaigns, developing existing accounts, generating new business and customizing sales strategies to address client-specific needs and markets

Recognized as an organizer, motivator, team player and a decisive leader with successful track record in managing diverse market dynamics

Managing accounts and met/exceeded targets relating to revenue growth, profit margin, mix of products and services sales, customer retention and customer acquisition

Conceptualizing and implementing competent business strategies to market a wide range of products and achieving pre-set sales.

Developing strong market knowledge of existing and potential clients and ensuring business growth opportunities aligned to company's strategic plans

Highlights :

Supervised complete after-sales and customer delight operations in Gujarat, India with a Customer Satisfaction Index of over 90%

Developed and implemented relationship strategies to maximize chances of profitably securing strategically important new business worth INR 55 k.

Identified niche markets in Saurashtra regions and new/future services that provided the company with a competitive advantage and improved profitability

Previous : : DT DC Courier & Cargo Ltd

Duration : JULY 2010 to June 2013

Designation : Sales Officer

Job Profile :

Handling the entire Territory of Ahmedabad : Major areas are Vatva, Odhav, Naroda, and Changodar which is the major industrial belt of Ahmedabad.

Customer acquisition, retention and brand building

Customer relationship management with the existing customers to expand the business is one of the key roles.

Collection of receivables

Handling the customer complaints by coordinating with the customer service department to assure the customer get the best of the services as per the benchmark set.

Previous :

Organization : : V- Xpress (A div of V Trans India Ltd)

Duration : July 2009 to July 2010

Designation : Sr. Sales Executive - Odhav Branch

Job Profile :

Responsible for revenue generation through retention and acquisition of Key accounts

Monitoring the Sales Targets of the branch and responsible to achieve the targets

Responsible for development of new business through signing new contracts.

Regular visits to the Branch for whom I am responsible and coordinating and directing them in regards to their day to day activities.

Regular Visit to all the existing customers and ensure that the services rendered by my branch is as per the expectation of the customer and the company norms.

To manage all aspects of Booking System Management (BSM) including implementing automated distributing system & controlling the outstanding over dues of the customers.

Carrier Started :

Organization : : Overnite Express Limited

Duration : June 2005 to June 2009

Designation : Territory Sales Manager

Job Profile :

To achieve the sales targets through the efforts of a regionalized sales force and through personal sales efforts.

To coach and support the Sales Team during the development of new business

To work with the operations and pricing groups to develop pricing and proposals; review the proposals with clients; and negotiate pricing with clients.

To work with Sales Team and the Account Team in achieving corporate sales revenue initiatives

Academic Details :

Examination Board/University Year

B. Com Gujarat University March 2001

H.S.C. HSCE Board, Gujarat March 1998

S.S.C. SSCE Board, Gujarat April 1996

Additional Qualification : Diploma in Computer Application

Personal Particulars & Preference :

Date of Birth : October 13 , 1980

Gender : Male

Marital status : Married

Language Known : English, Hindi & Gujarati

PERSONAL Detail :

(Suraj Dilip Shahu)

Date : -

Place : Ahmedabad

Annotations :

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