

Resume

Sonu Kumar Goyal

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Career Objective:-

As being an employee I am looking an opportunity to enhance my career in a Company like yours, where my goals will be aligned with the organizational goals.

Experience:-

- One year operational and business development experience in **MRC Logistics India Pvt. Ltd** as an **Operation Assistant** in **Pune** and **Jammu** location.
- Worked in a **Start-up Company Anatole Solutions PVT LTD (PAKETTS)** which is a **last mile logistics partner of Flipkart, Snapdeal, Myntra, Healthkart** etc. as a **business development and operation executive** in **Lucknow** and **Gurgaon** location.
- Worked with another star-up company Named **CartingPro Solutions PVT LTD** as a senior business development executive. It is also a last mile logistics partner of Flipkart, Myntra and Foodpanda in Gurgaon location.
- Currently I am working in **Gati Kintetsu Express Pvt Ltd** as a senior business development executive where my responsibility is to sustain customer business with sharing the data with the customer on a daily basis. In Gati all the data related responsibility of all the customer is taking by me in Faridabad location. HMD, YAMAHA India, JCB, Escorts, BCH are our major customer in that location.

Expertise:-

- MIS preparation for internal customer and external customer on a regular basis with all the tracking related to services.
- Forecasting of upcoming trends in business using previous Data.
- Strategy planning for business in upcoming days for all customers to ensure maximum utilization of available resources.
- Date sharing and data management of all customers in a single report on a day to day basis using advanced MS Excel skills with ensure the data security.
- Daily strong follow-up of customer for maximum sales and Assign new vendors (business development) in required areas.
- Handlings of vendors during operational issues to ensure smooth running of ground level operations.

Educational Records:-

Qualification	Name of Institute	University/Board	Year	Percentage
PGDM(SCM)	Welingkar institute of research and management.	Welingkar institute of research and management, Mumbai.	2016	Running
B.E.(M.E.)	JDCT, Indore (M.P.)	RGTU, Bhopal	2014	73.20%
Higher Secondary	Govt. HSS, Sarsod	M.P. Board	2010	74.80%
High school	Govt. HSS, Sarsod	M.P. Board	2008	68.60%

Certificate:-

- Three month Certificate Course in **Logistics Excellence & Supply Chain Management** Accredited by **CILT** from **Safeducate learning (Safexpress) Pvt. Ltd.** Where I learn theoretical and practical knowledge under **experts of logistics and supply chain management.**
- Computer Proficiency- **MS office, Basic Internet Applications.**

Trainings:-

I complete my vocational training from **Indo German Tool Room, Indore.** In **IGTR** I trained under expert trainers from whom I gained working knowledge on different machines.

Major Project:-

My major project name is “**Experimental Analysis on Refrigerator Using Hydro-Carbons**”.

Academic Achievements:-

- I represent my college in **ALL INDIA EASSY WRITING EVENT** organized by (Shri **RAM CHANDRA MISSION**) & (**UNIC**).
- I present presentation & got winning certificate about **Application of Laser& Barriers of communication** in National level seminar organized by (**NCACTM**).

Extra-Curricular Achievements:-

- I got more than **40 certificates** in different events like **debate, instant speech, Robotics, singing, scientific chart, Essay writing, painting, fancy dress, national anthem, hand writing, cricket** and so on in **school & College level.**

Personal Details:-

Date of Birth:	06 Jan, 1993
Marital status:	Unmarried
Strength:	Good in negotiation, Positive Attitude, effective on pressure
Hobbies:	Reading Books, Searching what's new on internet, singing.
Language Proficiency:	Hindi, English, Malviya, Rajasthani (Read, Speak & Write)
Permanent Address:	6, society road, betma, Dist-Indore (453001) (M.P.) India

Declaration:-

I hereby declare that all the information provided by me is true and best of my knowledge.

Place:

Date:

Sonu Kumar Goyal