

# AKSHAY S

LOGISTICS EXECUTIVE



## CONTACTS

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Dubai, United Arab Emirates



## ABOUT ME

Dedicated logistics and business development professional with 2 years of hands-on experience, committed to optimizing operational efficiency and driving strategic growth. Expertise in process optimization, partnership development, and budget management. Eager to contribute to your team by delivering exceptional customer experiences and fostering innovative solutions for sustainable growth in a dynamic environment.

## SKILLS

MS Word

MS Excel

Power Point

Google Spreadsheet

Decision-making

Team leadership

Adaptability

Time management

Sales presentations

Teamwork

Problem Solving

Client relationship building

Market research

## PASSPORT DETAILS

PASSPORT NUMBER, C4558093

DATE OF EXPIRY, 02/12/2034

## WORK EXPERIENCE

**LOGISTICS EXECUTIVE, ALDOUS GLARE TECH AND ENERGY PVT LTD, ERNAKULAM**

Nov 2023 - Feb 2025

- Assist in Receiving the shipments, sorting, and departing the shipments on time.
- Maintained and updated inventory records, aligning stock levels with customer demand and delivery schedules.
- Conducted thorough checks on procured products ensuring invoice accuracy and timely DOA approvals.
- Coordinated deliveries with multiple stakeholders to optimize cost-effective logistics solutions.
- Collaborated with cross-functional teams to tackle supply chain challenges, yielding enhanced efficiency and cost savings.
- Provided insightful reports to the sales team on ageing stock, driving effective clearance strategies.

**BUSINESS DEVELOPMENT EXECUTIVE, ALPS DISTRIBUTORS PVT LTD, ERNAKULAM**

Oct 2022 - Oct 2023

- Generated new business with marketing initiatives and strategic plans.
- Reached out to potential customers via telephone, email, and in-person inquiries.
- Increased client base by identifying new business opportunities and cultivating strong relationships with key decision makers.
- Held one-on-one meetings with sales team members to identify selling hurdles and offered insight into best remedy.
- Conducted comprehensive market research and analysis to identify emerging trends and potential areas of expansion.
- Monitored market trends and competitor activities to identify areas of potential opportunity.
- Performed client research and identified opportunities for account growth, account penetration and market expansion.
- Facilitated regular communication with clients to ensure their needs were met, fostering long-lasting relationships built on trust and mutual respect.

## EDUCATION

**MBA IN INTERNATIONAL BUSINESS AND MARKETING, CT UNIVERSITY, PUNJAB**

2022

- Developed key insights and strategies that increased market understanding and value.
- Transformed market insights into strategic advantages for businesses.
- Achieved MBA in International Business & Marketing with distinction.

**B. COM IN COMPUTER APPLICATIONS, SN COLLEGE, PUNALUR, KOLLAM**

2020

Enhanced analytical skills, driving improved decision-making processes.

**KNS CENTRAL SCHOOL, KOLLAM**

2017

Graduated in 2017 with a focus on academic excellence and skills enhancement.

## LANGUAGES

English

Malayalam

Hindi

Tamil

## PERSONAL DETAILS

**Date of birth**

19/04/1999

**Nationality**

Indian

**Marital status**

Single