



# Vamshi Sakkaram

## CONTACT

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## SKILLS

- Just-In-Time (JIT) inventory management
- Cycle counting
- Order fulfilment management
- Third-party logistics (3PL)
- Workflow optimization
- Shipping handling
- Operational improvements
- Hand-held scanning
- Performance tracking
- Customer relations
- Computerized stock control
- Client contract negotiations
- Lead generation
- Salesforce
- Analytical problem solver
- Database management
- Quality Control
- Sales strategies
- Vendor management

## WEBSITES, PORTFOLIOS AND PROFILES

[www.linkedin.com/in/vamshi-sakkaram](https://www.linkedin.com/in/vamshi-sakkaram)

## LANGUAGES

English: First Language

Detail-oriented individual with background in sales and customer service. Adept at problem solving and quality assurance. Excels in stock replenishment and checklist completion. Focused stock professional experienced in display merchandising, item counts and stock processing. Detail-oriented employee with eye for detail and strong computer and organisation skills. Organised stock team member with administrative and collaborative abilities to maintain and optimise inventory. Self-motivated to uncover and correct problems impacting budgets, stock levels and team efficiency. Adaptable with extensive experience providing first-class results. Meets job demands and deadlines through diligent work-ethic and dedication to quality.

## EXPERIENCE

### *Business Development Executive*

VMS Shipping Services LLC - Dubai, UAE

- 11/2023 - Current
- Added value to marketing material by introducing creative advertising concepts, driving customer interest.
  - Developed business growth plans by identifying key clients, critical targets and priority service lines.
  - Maintained up-to-date knowledge of industry, target accounts and competitive landscape.
  - Generated business development awareness by implementing in-depth sales and marketing training programmes.
  - Delivered performance updates, quarterly business reviews and planning meetings.
  - Answered customers' questions regarding products, prices and availability.
  - Planned strategic brand-building events to expand product portfolio.
  - Formulated pricing strategies based on thorough market research and competitor analysis.
  - Streamlined lead generation processes, improving efficiency and quality of leads passed to the sales team.
  - Developed and delivered persuasive sales presentations to potential clients, securing significant deals.

### *Sales Executive*

International developing logistics DWC South - Dubai, UAE

- 03/2023 - 09/2023
- Contacted customers to set-up appointments, monitor satisfaction levels and upsell additional offerings.
  - Showcased product features and benefits to drive sales.
  - Contacted current and potential clients to promote, upsell and cross-sell products and services.
  - Referenced weekly sales ad and promotional signage to verify and enforce correct pricing.
  - Customised service offerings to accommodate consumer needs.
  - Utilised CRM systems to track interactions with clients, manage sales pipeline, and optimise sales processes.
  - Provided exceptional after-sales support, addressing any customer concerns and fostering loyalty.

|             |  |    |
|-------------|--|----|
| Telugu:     |  | C2 |
| Proficient  |  |    |
| English:    |  | C2 |
| Proficient  |  |    |
| Hindi:      |  | C2 |
| Proficient  |  |    |
| Malayalam : |  | A2 |
| Elementary  |  |    |

- Managed a portfolio of accounts, ensuring high levels of customer satisfaction and retention.

#### *Warehouse Coordinator*

MHS Shipping & Logistics JAFZA South - Dubai, UAE

- 04/2021 - 01/2023 Streamlined warehouse layout, improving efficiency and reducing handling times.
- Developed and maintained relationships with key clients, enhancing customer satisfaction.
- Utilised warehouse management software to track stock movements and generate reports.
- Trained new staff on warehouse procedures, promoting a culture of safety and productivity.
- Maintained excellent relationships with suppliers to obtain best product and delivery deals.
- Oversaw maintenance of warehouse equipment, minimising downtime and repair costs.
- Liaised with suppliers and transport companies, negotiating rates and improving service levels.

#### *Warehouse Assistant & Operational Support*

International maritime logistics JAFZA South - Dubai, UAE

- 04/2017 - 05/2019 Maintained excellent physical fitness levels to safely lift and manoeuvre heavy orders and deliveries.
- Carried out day-to-day warehouse duties with care and attention, maintaining compliance with safety standards.
- Assessed packages and counted stock to ensure delivery accuracy before unloading and processing.
- Cleaned and maintained warehouse in compliance with safety standards.
- Recognised and reported defective material and equipment to warehouse supervisor.
- Assisted team members with picking, packing and processing tasks to increase overall warehouse efficiency.
- Provided accurate stock reports to warehouse manager to allow for timely reordering.

## EDUCATION

03/2017

B. Com Computers

SSR DEGREE COLLEGE - Nizamabad, Hyderabad

Status: Discontinued

## DRIVING LICENCE

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