

KOUSTUV JENA

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Personal Details

Date of Birth	June 17 th 1985
Address	Qr No-IV-B- 20/3, Unit-3, Kharbel Nagar, Bhubaneswar 751001
Language Known	English, Hindi, Oriya

Academia

- Logistics & Supply Chain Management from MSME
- Batch lore in Arts from Utkal University, Odisha in 2006

Career Objective : Seeking managerial position in agrowth oriented organization to enhance the business generating capacity for the enterprise in a challenging way in **logistics, supply chain & administrative** environment, delivering superior and sustainable value to organization and self

Profile Snapshot

- **Nearly 17+ years** of experience in , Distribution, Transportation, logistics Management, Vendor Management
- Good analytical abilities and clear understanding of business
- Depth knowledge of Logistics, Transportation, Fleet ,inventory & 3pl Management
- Demonstrated abilities in developing Control on distribution/logistics cost with existing business retention.
- Deftness in implementing cost reduction measures to achieve saving in terms of material and logistics cost
- Skilled in managing Distribution & logistics operations, optimizing the transportation of goods & materials
- Support to sales team for by providing better proposals
- Implementation of TMS/New SOP in transportation to meet customer expectation / satisfaction
- Depth understanding of Fleet and transportation sourcing
- Vendor evaluation and development ,Management and periodically review
- Design customized transportation solution to customers
- Conduct root cause analysis/ research for mis-happening and dealing with insurance companies.
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Skillset & Strength

- Transportation sourcing
- Logistics Management
- Business Analytics & Business Development/ evaluation & Review
- Vendor Development / Management / evaluation & Review
- Fleet Management
- ODC and Bulk transportation
- Enhance in service level and customer satisfaction
- TMS SOP implementation
- Vendor finalization
- Reverse logistics management ,
- Network design/ Route planning
- Proposal design
- B2B & B2C services / E-commerce
- Innovative & Resourceful, Adaptability, Discipline, Inter Personal Skill, Keen observer

Organizational Experience

Regional Manager since Aug-2023(Orissa Bengal Carrier Ltd)

Roles & Responsibility;

- Handling transportation operation & sales of Odisha/ West bengal
- Working as Profit centre head for unit.
- Managing operation & Sales with Team size of 32 including ground staff/. Officer and team Leaders
- Responsible for customer KPI to be meet on monthly basis
- Participation in RFQ and supporting to sales team by provide customize transportation solutions
- Maintaining relationship with Customer and suppliers as well
- Monitoring of debits and probable loss and planning to minimize its
- Handling administration of total Unit
- Business planning and formulate strategy and execution
- Vendor identification and development with periodic review
- Liaoning with legal and local authority for issue resolutions

Past Experience

1:-COMPANY	: Zinka Logistics Solutions Pvt Ltd (Odisha)
DESIGNATION	: Area Business manager. PERIOD : 12 th April 2021 TO May 2023
2:-COMPANY	: INLAND WORLD LOGISTICS PVT LTD (AT VAPI, GUJARAT)
DESIGNATION	: BRANCH MANAGER. PERIOD : 1 ST JULY 2013 TO 6 TH APRIL 2021
3:-COMPANY	: V- TRANS (INDIA) LIMITED (KOLKATA)
DESIGNATION	: BRANCH MANAGER. PERIOD : 1 ST JULY 2010 TO 17 TH JUNE 2013
4:-COMPANY	: INLAND ROAD TRANSPORT (P) LTD (AT VAPI, GUJARAT),
DESIGNATION	: SALES MANAGER. PERIOD : 1 st JAN 2008 TO JUN 2010
5:-COMPANY	: V- TRANS (INDIA) LIMITED (DAMAN)
DESIGNATION	: SALES EXECUTIVE. PERIOD : 1 ST JAN 2007 TO 31 ST DEC 2007
6:-COMPANY	: RAJLAXMI CONSTRUCTION LIMITED (CUTTACK)
DESIGNATION	: MECHANICAL PURCHASE ASSISTANT. PERIOD : 1 ST JULY 2003 TO 15 TH SEPT 2006

Interests

Social Networking, Music, Playing Games.

Declaration

I hereby declare that all the data and information provided above are true and correct to the best of my knowledge..

Yours faithfully,

Date
Place:

Koustuv Jena