**Curriculum Vitae** .

**SANJIV SAHAI**

[**Tel:09818054028{M}**](Tel:09818054028%7bM%7d)

**E-Mail:** sanjiv.sahai@yahoo.com

**PROFESSIONAL SNAPSHOT**

**A Senior Executive with over 18 + years’ experience in hard-core operations, Marketing, Network Development/ Man Management, , Event, Press-Electronics and Print Media Coverage in Magazines of leading Concerns -**

**M/s. DXN MARKETING INDIA PVT.LTD.NOIDA.**

**M/s. JINDAL URBAN INFRASTRUCTURE LTD.**

**M/s. A2Z INFRASTRUCTURE LTD.**

**M/s. TRANSPORT CORPORATION OF INDIA LTD.**

**M/s. GATI LTD.**

**M/s. DXN MARKETING INDIA PVT.LTD., Noida**

Looked after all North Operations and taking care of their Marketing with all the domestic operations, Inbound and Outbound shipments. All Material receipt Notes and with their formalities, most of the things were as in the prior working Co’s. Since, Feb.2015.

Taking care for all Pan India Stock with PO’s to Purchase Department, FIFO, in Logistics and Vendors assigned for various assignments on regular and AMC wise i.e.(Pest Control/RO/Fire Extinguishers/Electricians/Plumbers and Liasioning with all Govt. Authorities and IFFSAI sort for Annual Certifications.

**Worked with M/s JINDAL URBAN INFRASTRUCTURE LTD. as Cluster Head, based at Bathinda, Punjab, and Firozepur, since January'2011 till September'2011.**

\*Pivotal in maintaining healthy relations with Government officials by providing them one desk solution and collection of the payments .

\*Exposure in establishing a reliable and cost effective network syste Top of Form

Bottom of Form

m thereby enhancing market reach and penetration for Service excellence.

\*A self-motivated with good communication, analytical, relationship management and problem solving skills.

* Having full control on Collection & Transportation activities for the Projects & Waste handling capacity as 400 TPD.
* Ensuring necessary compliance for Projects under MSW.
* Man power & Resource planning in purview of the profitability of the projects.
* Utilization of Massive man power towards coverage of whole city and sub city areas.
* Preparing & finalizing Monthly budget for Projects.
* Review & Preview of Profit / Loss Statement for Sites & formation of new strategies..
* Direct Interaction with State & District administration of Project sites on day to day basis for better coordination under PPP Model.
* Complete lisoning with all other government bodies & compulsorily being a member of Government Meetings organized in context of City Development review & Preview.
* Providing inputs for Coming Projects on cost Matrix
* Monitoring individual Seminars, Events, Launch of Products etc.& performances against plans and targets taking appropriate action to ensure achievement of agreed goals

**AREAS OF EXPERTISE-**

**Operational working**

1. Analysing Marketing & operations Cost of each Event/Seminar/Functions and in house activities and providing valuable inputs for fine-tuned vendor & Logistics .
2. Implementing competitive busines strategies for betterment of services, developing & expanding Network in accordance with the requirement.

**Network Development**

1. Effectuating area enhancement activities like publicity campaigns for enhancing awareness & visibility as a part of Project development effort.
2. Devising & implementing pre & post operational activities for successful launch of new projects at locations.

**Man Management**

1. Establishing alliances with in various departments, Vendor Management to extract best possible & excellent results.
2. Appointing & guiding new staff in accordance with the need of hour, to increase the working efficiency of team with in the budget allotted.

**Time Management**

1. Leading & monitoring the TIME performance of team members to ensure the timely completion of all the work assigned.

**CAREER DEVELOPMENT**

**M/s. Modiluft Ltd.** Sr. Executive From 1994 To 1996 July.

Work Profile:

Worked for the Airport operations for Courier and Co-courier Companies in Delhi and looked after

the Conventional Cargo on priority and perishable cargo.

As Officer 1996 till 2000 Sept. in **M/s**. **TRANSPORT CORPORATION OF INDIA LTD.** in their XPS segment of Express Cargo as a Marketing Manager in their Gujarat, Haryana and Bihar Regional Controlling.

**Work Profile**

1. Lead a team of 16 branches in Gujarat,19 in Bihar and Haryana being the Transit for Chandigarh, J&K Himachal looked after the transit Operations and information to their Controlling regarding the vehicles & generating quality towards job & ensuring enhanced sales volume with complete Quality.
2. Successful in formation of Surface Line hauls best within the industry for achieving the best Transit schedules.
3. Completely Responsible for all the Major hub operations activities & load of Air, Rail & Surface.
4. Recruiting, leading & monitoring the performance of Operation team members
5. Distinction of attaining the Certificates and Awards for Successful Performances.

 **M/s. GATI LTD.**As Express Centre Manager Since Aug.2003 till 2004.

**Work Profile**

Almost same as mentioned with **M**/**s.TCI** their XPS Cargo Segment at Kanpur region i.e. Jhansi, Kannauj and nearby stations, load assigned thru Rail and Road.

**Work Profile**

1. Joined this concern as a challenge for the enhancement of business associates as well as Delivery locations to cater the need of valuable clients with timely delivery and pickups.
2. Planning to have a better service level with the help of new innovative line hauls to improve the delivery schedules within the region…
3. Made a Customer Satisfaction program to ensure appropriate after sales service to the customer.
4. Successful in implementing new Line hauls within the state for best transit time possible in between locations.

**A2Z INFRASTRUCTURE LTD.,C&T Manager at Kanpur and Muzafarnagar, From January 2011 .For around a year.**

**Controlling Area-** 400 tons per day site 120 persons including 4 Managers & others.

Work Profile

1. Having full control on Collection & Transportation activities for the Projects & Waste handling capacity as 400 TPD.
2. Ensuring necessary compliance for Projects under MSW.
3. Man power & Resource planning in purview other profitability of the projects.
4. Utilization of Massive man power towards coverage of whole city and sub city areas.
5. Monitoring fleet of 50 SUV’S deployed in day to day operations with VTS installed & ensuring best route plans in order to have a proper track on fuel consumptions.
6. Preparing & finalizing Monthly budget for Projects.
7. Review & Preview of Profit / Loss Statement for Sites & formation of new strategies..
8. Direct Interaction with State & District administration of Project sites on day to day basis for better coordination under PPP Model.

**ACADEMIC CREDENTIALS**

\*Graduated from University, of Delhi, Sri Aurbindo College in the year 1992.

**Special Accomplishments**

1. Awarded special award of achievement in targets during the working at TCI Ltd. by the Regional Manager.

2. I had also made and covered the Press –Electronics/Print as per the Companies requirement and made a success.

**Personal Details**

**Package** 7.25 Lacs PA

**Date of Birth**: 20th of January 1969

**Father:** Mr. A.Sahai

**Present Address**: C-10A, MIG Vatika Aptts, Mayapuri, New Delhi.110064.

**(SANJIV SAHAI)**

DATED:15.03.2020