

## **Application for Branch Manager - Leveraging Decades of Logistics Leadership**

Dear Hiring Manager,

I am writing with immense enthusiasm to apply for the Branch Manager position at DSV. With nearly 30 years of progressive experience in the transport industry, including 14 years in senior managerial roles, and holding an MSc in Supply Chain Management, I am confident that my comprehensive expertise in operations, finance, people management, and client relations aligns perfectly with the demanding requirements of this role. My career has been defined by a relentless pursuit of operational excellence and profitability within complex logistics environments.

My background as a National Freight and Logistics Manager at Delta Corporation, Zimbabwe's leading beverage producer, has equipped me with profound knowledge in managing large-scale logistics operations, encompassing domestic and regional distribution. I am highly skilled in road transport planning, fleet management, and ensuring optimal resource utilization – directly relevant to managing a branch's deliverables and resources. I possess a comprehensive understanding of P&L and financials, having managed departmental budgets and ensured cost efficiency at a national level. My ability to identify and forecast cost trends, alongside a proven track record of budget delivery, makes me adept at ensuring bottom-line budget commitments.

Beyond financial acumen, I bring extensive experience in people management, having led teams of up to 155 staff, including drivers and mechanics. I am skilled in performance management, fostering team spirit, and reconciling conflicts to increase productivity, creating sustainable business environments. My ability to communicate effectively at all organizational levels, both verbally and in writing, has been critical to my success in managing clients and internal stakeholders. I am proficient in MS Excel, including pivot tables, charts, and formulas, enabling robust analysis and reporting. Furthermore, I have a strong foundation in administrative duties, daily planning, and the crucial ability to work under pressure, meet deadlines, and adapt to rapidly changing environments, all without constant supervision.

I am particularly adept at implementing and enforcing systems, processes, and controls, with a continuous improvement mindset, which includes analyzing failures and determining root causes for corrective actions. My commitment to Quality, Safety, Health, and Environmental (QSHE) Management Systems is robust, having audited logistics systems (EMS, NOSA, Quality) and improved SOPs. My experience in a high-volume FMCG environment has instilled in me the flexibility to work beyond scheduled hours and manage operational activities during peak times. I hold a valid driver's license and possess reliable transport.

I am eager to apply my comprehensive knowledge, leadership capabilities, and client-centric approach to drive the financial performance, profitability, service delivery, and operational excellence of a DSV branch. Thank you for your time and consideration. I have attached my CV for your detailed review and welcome the opportunity to discuss how my experience can contribute to DSV's objectives.

Sincerely, Hapson Marecha

