R RAGESH

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**Brief Profile Summary**

Summary of Skills and Experience

A Professional with more than 6.5 yrs of total experience in Sales and Sales support, Operations, Customer service, planning of the shipments.

Currently working in Excelsior Logistics as a focal point of Supply chain, Operations, Logistics and Customer service. Have worked in eminent groups like Kotak Mahindra ltd. and Axis Securities ltd. Also where I have groomed myself as a professional and ready for bigger roles to handle.

**Organisational experience with Excelsior Logistics**

**Working with Excelsior Logistics (Asst. Manager) – Delhi. (June ‘18 to till date)**

* Handling Export/ Import (Sea and Air) consignment from/to India.
* Taking care of all customers' queries and solving it.
* Coordinating with overseas office for logistics and strategic planning of shipments.
* Submitting the documents to the shipping lines and CHA for smother flow of the shipments.
* Coordinating with CHA for shipments clearance.
* Coordinating with transporters and the vendors for shipment flow and offering solution.
* Maintaining MIS and other informative data for management.
* Liaising with shipping lines for the shipments status.
* Coordinating with overseas agents and giving them updates for the shipments and resolving their queries.
* Well versed with the Inco terms like CIF, FOB, DDP etc.
* Coordinating independently for any FOB/nomination shipments.
* Able to do the ex works shipments and DDP shipments.
* Instrumental in raising the invoices to the customer and maintaining daily outstanding/receivables for the company.

**Organisational experience with Kotak Mahindra Bank ltd.**

**Worked with Kotak Mahindra Bank ltd. (Deputy Manager) – Delhi. (May ‘16 to May ‘18)**

* Manage the prospect database provided by the business partners of bank.
* Increase sales through open market activities.
* Ensure customers opt for maximum Card protection program.
* Ensure sales opportunity through corporate tie-ups.
* Handle Active and Inactive cards for the customers.

# Handle the mailers sent to customers for the promotion of the cards.

* Meeting targets for accuracy, productivity and costs.
* Generating prospects for other banking products.

**Organisational experience with Axis Securities Ltd.**

**Worked with Axis Securities ltd. (Sr. Sales Executive) – Delhi. (June ‘13 to May ‘16)**

* Increase sales through open market activities.
* Ensure sales opportunity through corporate tie-ups.
* Manage the prospect database provided by the business partners of bank.
* Ensure customers opt for maximum Standing Instruction for paying utility bills.
* Handle the mailers sent to customers for the promotion of the cards.
* Handle active and inactive card.

**Organisational experience with Serco Global Services**

**Worked with Serco Global Services (Business Development Executive) – Delhi. (April ’12 to May ‘16)**

* Identify new opportunities to promote products and services to new or existing customers or prospects within the customer group.
* Meet the HNI customers for the premium cards of American Express.
* Manage Active and Inactive cards for the customers.
* Forecast and communicate the sales activity.
* Analyzing data base to generate business from different localities.
* Achieve weekly and monthly sales revenue targets.
* Additionally responsible for database management.

**Academics**

* Pursuing PGDM from Welingkar Institute of Management Development & Research
* Passed B.Com from Shaheed Bhagat Singh College, Delhi University
* Passed Senior Secondary Examination (Commerce Stream) from C.B.S.E
* Passed Matriculation Examination from C.B.S.E

**HOBBIES & INTERESTS**

* Playing Cricket.
* Listening music.
* Travelling, Road trips.

**PERSONAL DETAILS**

Date of Birth : 11th November 1988

Nationality : Indian

Marital Status : Single

Languages Known : English, Hindi and Malayalam

R RAGESH

DATE: