

CURRICULUM VITAE

PANKAJ SINGH YADAV

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PROFESSIONAL OBJECTIVE:

To work in a professional and challenging environment where I can enhance my Skills and knowledge in Conjunction with the company's goals and objectives & to become a successful professional in the field of Information Technology & To work in an innovative and competitive world.

Employer

- Working as Logistics Sr Executive Traffic in Apollo international limited Company from January 2021 to till.
- Worked as Logistics Executive Traffic in NISSIN ABC LOGISTICS PVT LTD Company from 2018-20 end.
- Worked as Logistic Executive Traffic in Varuna Integrated Logistics Private Limited Company from 2018-(Sep).
- Worked as Logistic Operations in TCI FREIGHT (A Division of Transport Corporation of India Ltd) Company from 2011-2018 August

RESPONSIBILITIES

- Maintaining Customer Relation and retention.
- Market Mapping, Segmentation and analysis.
- Analysis of competitor activities.
- New client addition & Business Development activity
- Identified target companies and key decision makers
- Internal coordination with branches for business growth.
- Resolving all over undelivered issues
- Handling COD/FOD/DACC issues
- Identified key decision makers in the company in all departments/Segments.
- FTL company knowledge of hiring vehicles from the market, Transportation arranging shipments.
- Vendor Management Local & Non Local (Agreements, Billing & Vendor Payments)
- Arranging Quotations from Vendor & quoting to customers.
- Organizing Vendor meeting monthly.
- Handling Local Traffic & Fleet Management.
- Responsible for Identifying New Vendors to minimize cost with Maximum Capacity Utilization.
- Market vehicle hiring as per the load from customer to pick up & delivery under the cost.
- Handling Warehouses Customer Transportation for Both Local And Non Local and PTL
- Meeting the Customer and fulfilling the requirement based on the customer Feedback.

STRENGTHS

- **Man management skills.**
- **Negotiation skills.**
- **Knowledge of current OH & Procedures.**
- **Leadership qualities.**

Computer Knowledge:

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- **Excellent knowledge of computer**
- **Internet Savvy**
- **Proficient in working on MS office**
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PERSONAL

- ☐ **Able to multiple relationships at different levels.**
- ☐ **Strong communication and analytical skills.**
- ☐ **Problem solving and prioritizing skills.**
- ☐ **Man management skills.**

KEY COMPETENCIES AND SKILL

- ☐ **Transport operations**
- ☐ **Staff appraisals**
- ☐ **Detail conscious**
- ☐ **Safety compliance**
- ☐ **Strategy and planning**
- ☐ **Vehicle maintenance**
- ☐ **Route planning**
- ☐ **People management**

Personal Details

Marital Status : Married
Birth date : 20/08/1993
Languages Known: English, Hindi & Tamil.
Address : Village-Amuvara, Post-Bhimapar, Thana-Saidpur, Dist-Ghazipur, State- Uttar Pradesh, 233307

DECLARATION:

I hereby declare that all the information furnished above is true as per my knowledge.

Place:

Date:

(Pankaj Singh Yadav)
