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Determined individual seeking Sales & Business Development role, bringing highly effective communication skills, persuasion and negotiation skills, and ensuring consistent achievement of sales targets. A Result driven professional looking for opportunity to identify potential sales targets and grow sales base; coming with influence and guaranteed success in B2B sales, and long-term customer relationship.

PROFESSIONAL EXPERIENCE

Flash Freight Logistics Pvt Ltd

Feb 2021 – May 2022 | Chitwan

Area Manager - Bhairahawa & Chitwan

Sales & Business Development

- Established full-scale sales operation; duties included maintaining the highest satisfaction level for customers and retaining them by developing a collaborative relationship with all levels including top management
- accountable for delivering revenue and volume targets for key accounts by focusing and analyzing business trends by delivering exceptional services to maximize volume and revenue
- working closely with company executives to strengthen customer loyalty and to plan their logistics needs and identify new opportunity areas to develop a business growth strategy
- monitored market conditions, product innovations, and competitor activity, and adjusted account sales approach to address the latest market developments
- managed clientele of 50+ in 2 different markets generating sales revenue of over 10 crore in current FY
- established new clientele in assigned territory executing market penetration strategies, created new import tradelanes for Bangladesh & India and streamlined services, pricing, strategy
- Developed and executed brand communications strategy across various platform, conducted business analysis and reviews

Continental Trading Enterprises Pvt Ltd

Sep 2020 – Jan 2021 | Kathmandu

Consultant - Logistics & Innovation : Continental Group

- Led key supply chain operations for international shipments across Kia, Isuzu, Otis and Project Cargo network in strategic partnership with forwarders implementing several changes to reduce demurrage and detention (1 cr+ saving, with 49% reduction in freight cost)
- streamlined shipping and logistics operations continually reviewing freight costs for overall shipment; conducted assessment for feasibility of streamlining/establishing or upgrading current business operations making them resilient and more robust.
- SPOC for Logistics support, Coordination with sales, finance team, CHAs as per priority requirement matching the payments available to maximize daily dispatches
- Represented logistics in all meetings with Distributors and other key stakeholders
- Ensured that quality, quantity, financial commitments and customer satisfaction are met for various TGs of Kia, Isuzu and Otis.
- Daily PDCA on dispatches to ensure successful distribution, invoice approval, shipping documentation, checking shipping line charges, duty calculation & payment
- Conducted warehousing, packaging optimization for air consignment eliminating waste and reducing transportation costs, resulted in savings due to lower gross weight.
- Visit & oversee yard, Customs, ICD and facilities while maintaining relationships with key influencers.

Frontline Consulting

Feb 2020 – Aug 2020 | Kathmandu

Consultant - Logistics & Innovation : OTIS Division

- Strategic sourcing functions along with daily operations - Container Placement, liaison with shipping lines, consignment pickup, clearance etc.
- Managed all material planning efforts along with direct oversight of all International and Domestic procurement. Reduced Inventory level.
- Developed and maintained the Project Operational Plan (POP) and timely budgeting
- Inventory, Procurement, Documentation Management and Reporting
- developed vendor management procedures, made business proposals, SLAs to clients, service providers.
- Collaborated for software development, designed wire-frame to capture workflow, evaluating business needs, analyzing the structure of business and processes

Omega Outsourcing Pvt Ltd

Jan 2019 – Jan 2020 | Kathmandu

Business Manager

- identified clients needs, and recruited talents and built a sustainable high performing team as per their expectations, direct and indirect
- developed the process plan documenting the requirements, defining priorities and control/monitoring mechanisms
- successfully completed "Requirement Gathering & Analysis", "Design" phases of SDLC, SRS prepared
- total business planning and strategy dev., content creation and marketing initiatives
- recruitment head, HR strategy, candidate negotiation, leave, pay & benefits administration
- planning different business verticals and selling these "outsourced services" to clients in the UK
- Evaluation and selection of ERP system based on functional fit with organization's need. Implementation thereof
- Ensured up-to-date books, timely reconciliations of vendors, customers, bank
- P&L analysis, Financial Decisions, approving expenses, credit and collection

510 Army Base Workshop

Meerut

Trainee

Modernization of Infrastructure and workers facilities to increase their overall performance

EDUCATION

Bachelors of Technology in Mechanical Engineering

2014 – 2018 | Meerut

ABSS Institute of Technolgy

First Division with Honours - 79.9%

Student of the Year 2018

Gold Medal (Conferred by College)

Full tuition fee waiver scholarship (2014-2018)

DAV Sushil Kedia Vishwa Bharati H S School

2005 – 2012 | Kathmandu

Grade XII - 91.2%

Grade X - 9.4 CGPA

SKILLS

Contract Logistics | Rail logistics | Supply Chain Management | Strategic Sourcing | Project Management

Project Planning | Vendor Management | DG Declaration (Air Cargo)

Shipping line Documentation, Tariff & Sur-charges | Quantitative & Analytical Skills | Proposal Management

Project Development | Cost Control | Operations Management | Process Streamlining

Marketing strategies | Business Development Strategies | Product Development

Inventory Strategy & Procurement Planning | Research Skills | Powerpoint Design & Presentation

Strong Communication Skills