

Shailendra Verma

Supply Chain , Logistics Professional

Accomplished professional with more than 20 years of experience in logistics industry engaged in business development , supply chain , procurement, execution , devising & executing business strategies .

In Current Profile since April 2022 associated with “**Continental Carriers**” in the Strategic Business dept. work areas include , developing business , RFQ management , supervising procurement , creating innovative solutions to cater different supply chain requirements of clients.

Contact

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Skills

Business Management

Procurement

Supply Chain

Networking

Interpersonal
Communication

Budgeting

Work History

2020-01

2022-03

Business Representative North

Evergreen Logistics India Pvt. Ltd.

Driving the business and procurement functions , developing relations with clients and shipping lines / Airlines to establish a feasible profitable business model , establishing long term and short term freight contracts with shipping lines and overseas offices using business forecasting , . RFQ management , vetting of terms and conditions and legal exposure while handling both inbound and outbound RFQ from Vendors and clients , incorporating CRM to manage these operations.

2017-05 -

2019-12

Sales Manager

Deugro Projects

Actively worked on various projects to West Africa , collaborating with the customers and shipping lines to align the requirements , freight , service , availability of special equipments at desired place , planning of shipments , handling route surveys for special projects which require heavy vehicles . co-ordination with the destination offices for door deliveries . the job involved

Financial Management

Negotiation

Strategy

Team Management

CRM ,

Languages

English , Hindi , Punjabi

business development and management till the container reaches destination.

2011-06 -
2017-04

Key Account manager - Technology

DHL Global Forwarding

- Handling portfolio of 20 Tech customers including Electronics and telecom .
- Handled various Air import projects , for example handled the import of complete Automatic transmission line for Celerio vehicle from Italy for one of OEM of Maruti Suzuki .
- Driving procurement via international network for inbound traffic to India both Air freight and Ocean Freight .
- Collaborating with Cross - business units to formulate effective customer solutions , expanded cross-functional organizational capacity by collaborating across departments on priorities, functions and common goals.
- Respond to customer RFI, RFQ (Request for Information, Request for Quote) and Tenders Monitoring business performance against budget on a monthly basis.
- Identify business opportunities , procurement needs and device strategy.
- Advising value add services to clients including brokerage and Free Trade Zone usage and benefits
- Active usage of CRM for facilitating above functions.

2008-07 -
2011-05

Business Development Manager

Panalpina

Working on development on Intra Asia Traffic to India , Developed business in Aviation , Retail , Automotive vertical

2006-05 -
2008-06

Dy. Manager .

DB Schenker

Started the LCL Program with launch of Shanghai – New Delhi console . steered it to a success with the support of management , wherein weekly 1-2 x 40' containers were closed at Shanghai to be routed to India , the business generation and P&L was handled profitably by self and team .

1996-09 -
2006-05

Management Trainee - Manager .

(Transworld Group – Balaji Shipping , Malaysian International Shipping Corporation, Ignazio Messina)

Got the opportunity to work with various liners associated with Transworld group in various functions , Started with Balaji Shipping as Management Trainee walking upwards to handling all the functions of shipping lines ,. Involving documentation and operations in the beginning , making of Bill of Ladings , Import Delivery orders . handled the shipping line inventory using excel and word initially in the 90's then graduating to much advanced inventory management software . communicating with the principals on operations , inventory management , approval of rate requests , handling press releases showcasing new services via print media .



Education

Diploma: Sales and Marketing Management

Dr. Rajendra Prasad Institute Of Communication. & Marketing , Bhartiya Vidya Bhawan

Diploma: Systems Management

NIIT South Extension - *New Delhi*

Bachelor of Commerce: Commerce

Delhi University

MDBA: Finance Management

Symbiosis Institute For Distance Learning



Family Details

Father's name- Late Mr. Jagat S. Verma

Mothers Name - Mrs. Sharmila Verma

Marital Status - Married

Date of Birth - 22 June 1973

Shailendra Verma
New Delhi