**RESUME**

Ram Kumar

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**CAREER OBJECTIVE:**

# A responsible and challenging position that will allow me to explore my abilities, skills and sense of dedication towards my duties with the sole aim of seeing the growth of the organization.

**CAREER ABSTRACT:**

* Result oriented professional with more than **1 year of experience** in Freight Forwarding.
* Exceptional in analytical, troubleshooting & organizational skills.
* Good at exploring and as well as generating the new business.
* Good at communication & interpersonal skills, blended with strong leadership and team management skills.

**PROFESSIONAL WORK EXPERIENCE:**

**From April 2022 – Till now**

Working as a **Executive Sales with M/s. Crosspole Logistics Ltd**.

* Looking after Sales, Operations and Misc. activity in office.
* Negotiating rates with clients, vendors to get maximum profit.
* Direct dealing with all the agents for Rates negotiations.
* Building new overseas counterpart (Agents), from all over the world.
* Direct dealing with all the co-loaders for rates negotiation of LCL import shipments.
* Creation of clients so as to increase business.
* Responsible for all the retention, operation and extension of clients.
* Handling all the Payments, Billing and Accounts.
* Close watch in giving regular updates to customer.
* Working on company strength and strategic customers.
* Act as a key player in formulation of strategy for increasing Sales.
* O/s. Analysis of the clients.
* Weekly Sales review with some new aggressive ideas and plans to focus.
* Planning & control over logistics & supply chain management including of warehousing & Storage.
* Coordinating with Shipping Lines, Co-loaders, IATA agents and negotiating rates with them.
* Meeting with the customers, quoting, follows up on quotations, negotiating, closure of business and retention.
* Taking care of time bound tasks while handling particular job.
* Working on various Software for tracking shipment status, making report, updating records and updating the shipment status to customers.

**From 2008 to2019**

Worked as an **Manager Sales and Operation with M/s. Unicon Equipments** . One of the leading construction machinery manufacturing company, there is looking after the Business Development along with operation.

* Covering the entire north India.
* Working on the strategic and key customers.
* In planning and scheduling the delivery of machinery.
* Identifying & delivering operational cost reduction and cost avoidance initiatives.
* Making sure that project deadlines are met.
* Responsible for retention and extension of clients.
* Customer Servicing.
* Looking after the Marketing and Promotional Activites.
* Ensuring that all set targets are achieved.

### ACADEMIC QUALIFICATION:

* **BBA (International Business)** from **National Institute of Management 2005 .**
* **12th** from National Open Board in 2002.
* **10th** from Sarvodaya Vidhyalaya , in 2000 (C.B.S.E.).

**COMPUTER PROFICIENCY:**

* Having good knowledge of Windows, Ms-Office (Ms-Word, Excel, PowerPoint, and Internet).

**STRENGTHS:**

* Working with Positive attitude.
* Ambitious.
* Self Starter.
* Convert Challenges into opportunity.
* Smart working, sincere and dedicated.

## PERSONAL DETAILS:

Name **: Ram Kumar**

Date of Birth **:** Aug 10th 1985

Nationality **:** Indian

Marital Status **:** Married

**DECLARATION:**

I, hereby declare that all the information’s are true and correct to the best of my knowledge and I accept the responsibility for any misrepresentation.

Place: New Delhi

Date:

Ram Kumar