

PERSONAL INFORMATION

✉ Email
rait59920@gmail.com

📞 Mobile
(+91) 7380322743

📅 Total work experience
1 Year 6 Months

KEY SKILLS

Ccc

MS World

MS Excel

cost reviewing

Supply Chain Management

Supply Chain Operations

SAP

Fleet X

Transporeon

Cold Calling

Market Analysis

Contract Negotiations

Active Learning

Time Management

OTHER PERSONAL DETAILS

City Gurugram

Country India

HOBBIES

problem Solving Data , Data Analytics

LANGUAGES

Tushar Rai

Key Accounts Manager

PROFILE SUMMARY

Skilled in client relationship management, sales strategy, and market analysis, with the ability to build and maintain long-term partnerships. Adept at collaborating with cross-functional teams, including operations, logistics, and customer service, to ensure seamless service delivery and superior client satisfaction. Strong communicator with excellent problem-solving skills, focused on delivering results that drive growth and profitability.

EDUCATION

2024 B.Tech/B.E.
Dr APJ Abdul Kalam Institute of Technology

2019 XIIth
English

2017 Xth
English

WORK EXPERIENCE

Sep 2023 - Present Key Accounts Manager
Express Roadways

With a strong foundation in Key Account Management (KAM) and Sales BDA within supply chain operations and logistics, I have successfully managed and nurtured relationships with prominent clients, particularly in the FMCG sector. I have had the opportunity to work with industry leaders such as Mother Dairy Glenmark Pharmaceuticals, Johnson Matthey, and Jindal Stainless Limited where I have played a pivotal role in optimizing their supply chain operations. My expertise spans client onboarding contract negotiation and costing for new contracts as well as managing RFQs to ensure efficient service delivery. I have consistently demonstrated the ability to build long-term strategic partnerships drive account growth, and create tailored solutions that meet client needs while ensuring operational excellence. My experience positions me to contribute significantly to any organization looking for a dynamic and results-driven professional in the logistics and supply chain sector.

INTERNSHIP

- Hindi
- English

6 Months

operation in logistics and supply chain mangament in 3pl

Apprentice Training

Implement best practices for managing inbound and outbound logistics flows, including tracking inventory, order fulfillment, and shipment schedules.

Collaborate with internal teams, vendors, and clients to ensure timely delivery of goods and services.

Optimize supply chain processes to reduce costs, improve delivery timelines, and increase efficiency.

Build and maintain strong relationships with third-party vendors, carriers, and transportation partners to ensure cost-effective, timely deliveries.

Negotiate contracts and service agreements with logistics providers, ensuring competitive pricing and compliance with terms.