

# NITIN SHANKAR

## DEPOT MANAGER



### PROFILE

DYNAMIC LOGISTIC MANAGER WITH A PROVEN TRACK RECORD AT TRACTOR AND FARM EQUIPMENT LTD. EXCELLING IN LOGISTIC MANAGEMENT AND STAFF LEADERSHIP WITH A SUCCESSFUL CARRIER HISTORY COMPRISING MORE THAN 8 YEARS. ACHIEVED SIGNIFICANT COST SAVING THROUGH EFFECTIVE CARRIER NEGOTIATIONS AND ROUTE OPTIMIZATION. ENHANCED INTERDEPARTMENTAL WORKFLOW AND CUSTOMER SATISFACTION BY LEVERAGING STRONG COMMUNICATION SKILLS AND A FOCUS ON CONTINUOUS IMPROVEMENT.

### WORK EXPERIENCE

#### 1. TRACTORS AND FARM EQUIPMENT LIMITED (MAY 2016 TO TILL DATE)

DESIGNATION: DEPOT MANAGER

#### 2. STAR UNION DIACHI LIFE INSURANCE LIMITED (JUNE 2014 TO APRIL 2016)

DESIGNATION: INSURANCE SALES OFFICER

#### 3. TVS FINANCE (OCTOBER 2013 TO MAY 2014)

DESIGNATION: SALES AND COLLECTION EXECUTIVE

### DUTIES & RESPONSIBILITIES

- \* RECEIPT AND BILLING THROUGH SAP.
- \* MANAGED LOGISTIC BUDGETS AND FORCASTING TO ACHIEVE COST EFFECTIVE OPERATIONS.
- \* DEVELOPED STRONG RELATIONSHIP WITH VENDORS, LEADING TO IMPROVED PRICING AND SERVICE LEVELS.
- \* IMPROVED ON-TIME DELIVERY RATES BY OPTIMIZING TRANSPORTATION ROUTES AND SCHEDULING.
- \* NEGOTIATED TRANSPORTATION AND LOGISTIC CONTRACTS TO REDUCE SHIPPING COST.
- \* MONITORED LOGISTIC PERFORMANCE AND IDENTIFIED IMPROVED OPPORTUNITIES.
- \* FACILITATED SMOOTH COMMUNICATION BETWEEN SALES, PRODUCTION, AND DISTRIBUTION DEPARTMENTS TO IMPROVE OVERALL WORKFLOW EFFICIENCY.
- \* ENHANCED CUSTOMER SATISFACTION BY CLOSELY MONITORING ORDER FULLFILLMENT AND ADDRESSING ISSUES PROMPTLY.
- \* NEGOTIATED FAVOURABLE TERMS WITH CARRIERS RESULTING IN SIGNIFICANT COST SAVINGS FOR THE ORGANIZATION WITHOUT COMPROMISING SERVICE QUALITY.
- \* CONTACT POTENTIAL CLIENTS TO EXPAND THEIR OWN CUSTOMER BASE.
- \* INTERVIEW PROSPECTIVE CLIENTS TO GET INFORMATION ABOUT THEIR FINANCIAL SITUATION AND DISCUSS EXISTING COVERAGE.
- \* EXPLAIN THE FEATURES OF VARIOUS INSURANCE POLICIES.
- \* DEVELOP AND MAINTAIN STRONG CUSTOMER RELATIONSHIPS

### CONTACT

nitinshankar1991@gmail.com  
+ 91 9981328446  
+ 91 9806582835

### ADDRESS

MIG - 197, BALAJI KEWALYA PARK,  
KUMHARI, DURG, CHHATTISGARH.  
PINCODE - 490042

### PERSONAL STATUS

DATE OF BIRTH : 26 - 08 - 1991

FAMILY STATUS : MARRIED

PASSPORT NO. : C9244168

DATE OF ISSUE : 08 - 05 - 2025

DATE OF EXPIRY : 07 - 05 - 2035

NATIONALITY : INDIAN

DRIVING LICENSE : INDIAN

VACCINATION STATUS : 2 DOSE OF  
COVAXIN

## **EDUCATION**

BACHELOR OF COMMERCE :  
FINANCE & INVESTMENT

## **COMPUTER PROFICIENCY**

- \* SAP
- \* MS WORD
- \* MS EXCEL
- \* MS POWERPOINT

## **LANGUAGES KNOWN**

- \* ENGLISH
- \* HINDI
- \* MALAYALAM

IDENTIFY NEW SALES OPPORTUNITIES AND POTENTIAL CLIENTS  
PREPARE AND DELIVER SALES PRESENTATIONS TO CLIENTS.

## **DECLARATION**

WITH REFERENCE TO THE ABOVE INFORMATION, I  
PROMISE TO DEVOTE MYSELF IN THE COMPANY WITH MY HARD  
WORK AND TO USE MY KNOWLEDGE AND EXPERIENCE FOR  
COMPANY'S BUSINESS AND PROGRESS IF GIVEN AN OPPORTUNITY .

**NITIN SHANKAR**

