

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

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ADDRESS

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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 & INVESTMNET

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

