

**OBJECTIVE**

 **Vipin** **Vipin.180030@2freemail.com**



PROFILE



A creative and inventive thinker, results driven Sales and Operations Manager, graduated from reputed University In Cambridge UK. Multi- skilled and hardworking individual with a proven track records in highly challenging environments.

I would like to be the part of success in an environment of growth and excellence; I am seeking a Business development/Management/Logistics employment opportunity that utilizes my experience and analytical skills to influence organizational growth and bottom line profitability



EXPERIENCE



**Sales and Operations Manager** 2016 June – Present, LoadMe FZE

Leading and controlling the whole team of Operations and Sales for Load-Me (First load board in Middle East), by maximizing the profitability and making sure that the organization is running with a smooth efficient service that meets expectations and needs of customer and clients.

* Utilizes a full range of land transporters by providing them the access to Shippers and the load owners across the Middle East Reconciliation of various balance sheet schedules
* Selling Subscription packages to transport service providers including Sea, Air and land transport service providers.
* Leading a Team of sales in selling the subscription packages.
* Committed to providing our customers with on-going, cost effective, Nationwide capacity in the full truck load sector
* Resolving all supply chain issues by working with Operations, Logistics and customer
* Managing all activities related to logistics, Operational Strategies and Managing Third party relations.
* Sets goals and objectives and establish policies for various departments in the organization
* Resolving problems concerning transportation, logistics systems and customer issues
* Monitoring operational costs, creating policies and procedures for all logistics activities
* Providing regular transportation service for companies Procter and Gambel



**EXPERTISE**

* Sales Management
* Client relationship Management
* Freight forwarding
* Generating leads
* Transport Operations (Sea, Air and Land freight)
* Logistics Operations
* Supply chain Management
* Team Management
* Budgeting
* Negotiation

**TRAININGS**

**ISO 9001-2008 Awareness and Internal Auditor (Certified by TUV NORD**

**Operations Coordinator//**Tarwada Cargo Transport 2014 April- 2016 July

Worked for a logistics company in the material movement and management Industry, coordinating the entire Transportation team and customers, responsible for looking after more than 150 heavy trucks which run on a 24 hours basis

* Efficiently managing the team of drivers and vehicles
* Scheduling, Routing and tracking of delivery vehicles by using fleet board
* Managing, monitoring and developing the team of drivers.
* Identifying operational issues, potential opportunities
* Assisting sales team by generating leads
* Making sure that customer objectives are achieved
* Maintaining administrative records
* Efficiently performing day to day operations
* Operating effectively a high volume of service driven transport operations
* Making sure that transport fleet vehicles are properly maintained
* Assist in all areas of operation as requested by management



**COMPANY VISITS**

**Diamler AG**, Sindlefingen, Germany

**Faurecia**, Automotive equipment supplier, Germany

**Port of Felixstove**, Suffolk, United Kingdom



**Team Leader//** TJX Europe, Cambridge, UK 2011 Sep – 2013 April

Working as a part of team for a major retailer under the guidance of store manager

* Leading a team of sales associates
* Commitment in achieving targets on daily basis
* Seeking sales and cross sales opportunities
* Ability to coordinate with all people in different levels within the organization and to responsibility and quick decisions
* Building great rapport with customers
* Adapting positively to changes
* Merchandising and clearing out the stocks
* Finding out the customer needs using excellent conversational skills

**PERSONAL DETAILS**

**Date of Birth**

15th Nov 1988

**Nationality**

Indian

**Marital status**

Single

**Visa** status

Employment Transferable

 **NNNNationality**



**Sales and Marketing Executive//** Tata Motors,Kerala, India 2010 July – 2011 Aug

Responsible for being an ambassador for the company and for managing customers through entire sales process,right from initial enquiry to delivery and beyond.

* Selling both new and used cars
* Demonstrating vehicles to clients, explaining their features and going for test drives.
* Meeting customers face to face and holding sales discussions about cars.
* Representing the company at trade exhibitions, events, shows and demonstrations.
* Negotiating the terms and condition of a sales agreement with prospective clients.
* Preparing the sold vehicles for customer delivery by having them serviced and cleaned up.
* Updating stock lists, ordering new cars or buying used cars.
* Meeting sales target.
* Getting involved in various companywide advertising and promotional activities.
* Completing paper work.

**DRIVING LICENCE**

**UAE - LMV**

Automatic



EDUCATION

**MSc International Logistics //** Anglia Ruskin University 2011-2013, Cambridge, UK





**B.B.A //**Mahatma Gandhi University 2006-2009

Major in Business Administration

SKILLS





Time Management

Excellent Interpersonal skills and conversational skills

Excellent team working skills

SAP Applications

Oracle Operations

MS Office

Ability to work independently



Available on request

REFERENCES