**MAHESH** 

 E mail:- mahesh.381932@2freemail.com

Hard working, knowledgeable and target oriented manager with an extensive successful sales record, build and maintain loyal client base, through strong relationship building skills and excels at devising strategies for thrive revenue with strong organizational and time management ability, skilled in planning and scheduling meeting deadlines, driven to succeed. A valuable addition to forward thinking with strong opportunities for progression.

**AREA OF EXPERTISE :**

* Sales and marketing management
* Logistics management
* Supply chain management
* Store management
* Customer Relationship Management
* Process and Service Management
* Business Development Management
* Operation Management
* Transport Management
* Distribution Management
* 3 PL& 4PL Management
* Warehouse operation management
* Custom clearance and Freight Forwarding

**PERSONAL SKILLS :**

* Ability to think on feet and make right decisions under pressure.
* Willing to be responsible and accountable for any success or failure.
* Team Working and leadership skills
* Strong problem-solving and creative skill
* Excellent communication and IT skill
* Self-motivation
* Time Management and Organizational skill

**2013 – 2015 : GHATGE PATIL TRANSPORT LTD**

**Designation: Business Development Executive**

**Job Profile:**

* Cold calling & lead generation of targeted customers
* To take proper appointment of client & present service presentation
* Rate quote and negotiation
* Take a follow up for conversion into business
* Create long term relation with customers
* Educate to customer about service or product and solve his problem.
* Team Handling and team motivation
* Recovery of payment from billing customers
* Daily generate the business by calling or meeting to customers
* Retention of new and existing customers
* Handled the Branch operation
* Monthly Business Achievement

**Sep 2017 - Present : AAROHAN LOGISTICS PVT LTD**

**Designation: Business Development Manager**

**Job Profile:**

* Cold calling & lead generation of targeted customers
* To take proper appointment of client & present service presentation
* Rate quote and negotiation
* Take a follow up for conversion into business
* Create long term relation with customers
* Educate to customer about service or product and solve his problem.
* Team Handling and team motivation
* Recovery of payment from billing customers
* Daily generate the business by calling or meeting to customers
* Retention of new and existing customers
* Monthly Business Achievement
* 3 PL & 4 PL Lead Generation and convert for business
* Observe, Analysis& Guide to team members for 3PL & 4PL Operation and Process

**Achievement :**

* Rs. 1.5 Cr business from existing and new customers.
* Expanded business within 3 state of India.
* Rs. 1.4 Cr payment recovery within 4 Month

**SUMMER INTERNSHIP PROJECT**

**Project Title: FEASIBILITY ANALYSIS OF BANGLORE BASED PETROLIUM PIPELINE**.

**1 MAY 2016 – 30 JULY 2016:** Successfully completed summer internship project from Indian Oil Corp Ltd.

**Task Completed:**

* Operation, Maintenance and work process of pipeline.
* Long-time of security of pipeline and their layout of pipeline.
* Labour requirement, efficiency and accuracy.
* Cost and process in operation.

**EDUCATIONAL DETAILS:**

2015-2017 MBA ( Operation Management)

 Imperial Collage, WagholiFrom Pune University

2010-2013 Bachelor of Science- Chemistry – First Class

 V.P. College,VaijapurFrom University of Dr.BAMU, Aurangabad

2009-2010 Higher Secondary Certificate – First Class

 V.P. College, VaijapurFrom University of Dr.BAMU, Aurangabad

**IT Skills:**

* University Exam passed in IT (MS- WORD, MS-EXCEL, MS- POWERPOINT)

**PERSONAL DETAILS:**

Name: Mahesh

DOB: 06th April 1991

Marital status: Single

Languages: Marathi, Hindi and English