

Jatashankar Upadhyay

(Ex-TCI Freight)

Area Manager – Sales & Operations
CountryWide Logistics India Pvt Ltd.

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Career Objective

Seeking a challenging leadership role within the reputed transport industry at Ahmedabad where 25+ years of comprehensive experience in FTL,LTL & Cargo logistics can be utilized to drive revenue growth while ensuring efficient and high-quality service delivery across Ahmedabad.

Experience

Feb'99-Sep'16

OFFICER - TRANSPORT CORPORATION OF INDIA LTD(TCI - Freight)

- Deep understanding and hands-on experience in optimizing FTL (Full Truck Load) and LTL (Less Than Truck Load) operations, including route planning, fleet utilization, and delivery schedules.
- Focused on resolving escalated issues, improving client retention, and ensuring high levels of customer satisfaction.
- Experience in managing relationships with vendors, carriers, and other logistics partners to ensure smooth operations and cost-effectiveness.
- Demonstrated success in managing branch profitability, budgeting, cost control, and revenue generation.
- Familiar with modern logistics management systems apps, tracking software and other relevant technologies to enhance operational efficiency and data-driven decision making.

Oct'16 – Sep'18

SENIOR EXECUTIVE (FTL & ODC OPERATIONS)- MATA GROUP

- Excellent track record of identifying, prospecting, and successfully acquiring new FTL clients.
- Identified potential operational challenges for clients and proactively offering solutions, building trust and credibility.
- Worked closely with internal operations, fleet, and customer service teams to ensure seamless service delivery for new clients.

Oct'18 - Present

AREA MANAGER – SALES & OPERATIONS- COUNTRYWIDE LOGISTICS PVT. LTD

- Consistently exceeded sales targets by 10% for FTL and LTL services across Ahmedabad, contributing to significant overall regional growth.
- Streamlined FTL/LTL operational workflows, reducing transit times
- Built and motivated high-performing sales and operations teams, resulting in a major improvement in team productivity and employee retention
- Leveraged strong network and local market insights to expand client base in key industrial clusters within Ahmedabad/Gujarat.
- Analyzed FTL market in the region, including competitors' strengths, weaknesses, and pricing strategies.

Skills

Technical	Microsoft Apps (Excel,Word,Outlook,Powerpoint) Inhouse System softwares of TCI/MATA/CWL (Booking,Delivery,Challan,Invoice)
Soft Skills	Excellect verbal and written communication Negotiation and Analytical skills Decision Making High Adaptability Problem Solving Time Management

Education

Qualifications	B.A. - Purvanchal University, U.P. Intermediate - Netaji Rajnarayan College, Bhadohi(U.P) High School - Netaji Rajnarayan College, Bhadohi(U.P)
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Renumeration

- **Based on my extensive experience and the responsibilities outlined for this role, I am looking for a compensation package in the range of 6-10 LPA which I believe is competitive for a role of this seniority and impact in Ahmedabad**

Note : (Salary expectation is negotiable)