

## CURRICULUM VITAE

Birendra Singh

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### PROFILE

- A competent result-oriented professional with 24 years of experience in Sales & Operation in transport and logistics industry.
- Well versed in handling branch functions like Business development, operations, customer service etc.
- Proficient at managing & leading teams for running successful process operations & experience of developing procedures service standards for business excellence.

### CAREER OBJECTIVE

- Willing to associate with an organization offering scope to enhance my professional skill as well as career development through efficient and quality workmanship.

### WORK EXPERIENCE

#### **1. Maxwell Logistics Pvt Ltd**

**Divisional Manager ~ Feb-2025 to Present**

**Experience Summary:**

- Drive P&L by maximizing topline across the business segments by ensuring higher gross margin.
- Responsible for sales enhancement.
- New customer acquisition.
- Monitor timely billing & collection from the customer.
- New Vendor development.
- Negotiating rates with vendors.
- Vehicle Placement from market.
- Strategically participate in bids & drive competitive pricing proposals.

#### **2. Total Cargo Express Pvt Ltd**

**Regional Manager ~ Jan-2021 to Dec-2024**

**Experience Summary:**

- Drive P&L by maximizing topline across the business segments by ensuring higher gross margin.
- Responsible for sales enhancement.
- New customer acquisition.
- Monitor timely billing & collection from the customer.
- New Vendor development.
- Negotiating rates with vendors.
- Vehicle Placement from market.
- Strategically participate in bids & drive competitive pricing proposals.

#### **3. VARUNA INTEGRATED LOGISTICS PVT LTD**

**Sr. Manager Operations & KAM ~ August 2018 to April 2020**

**Experience Summary:**

- Work as a coordinator and single window solution for customer.
- Responsible for sales enhancement and Outstanding Realization.
- Coordinating internally for vehicle placement and follow-up till delivery.
- Understanding the billing process and submission, customer business product and customer hierarchy.
- Planning of company vehicle placement as per the indent.
- Engaging market vehicle to fulfill the customer requirement.
- Identifying new vendors and negotiating rates with them.
- Placing company fleet in the market in case of less indent.
- Coordinating with clients for movement of vehicles at the loading point to save LVD .
- Follow-up at Unloading point for getting the vehicle unloaded to save UVD.

#### **4. JAIPUR GOLDEN TRANSPORT PVT LTD**

**Regional Manager ~ April 2015 to July 2018**

**Experience Summary:**

- To ensure the Regions, circle and Area offices Budgets are achieved MOM, QOQ and for the year as per the budgets set for financial year.
- To ensure the Bottom Line is achieved for the Region/Circle as per the profitability budget worked out.
- Monitor and periodically Review the visits done by the sales team including AM/BDE and ensure everyone does their minimum quota of visit to existing /new customer in a month.
- Visiting all Key and New Large Customers to ensure good relationship and source new business opportunity areas.
- Strategize, Supervise, Guide and motivate the team to enhance business volume growth.
- Weekly& Monthly business review with Sales Managers.
- Following operation guidelines as per the norms set by HO – Operations and proper operations support is provided to the customers.
- Expansion of Network (Agency offices)

#### **5. TRANSOLUTIONS PVT LTD (A Division of Safexpress)**

**Area Manager ~ April 2011 to Mar 2015**

**Experience Summary:**

- Focus on New business development among existing clients. Identifying Corporate Clients.
- Ensure collections as per the company norms and achieve profitability and budget plan.
- Device sales strategy for long-term objectives.
- Managing a team of salespersons and motivating them to achieve their targets.
- Liasoning with brokers for arranging trucks on a day-to-day basis.
- Monthly business review with salesperson for new developments.

**Achievement:**

- Business growth from 60 Lacs to 2.5 Crore per month in a span of 3 yrs.

#### **6. PATEL INTEGRATED LOGISTICS LTD**

**Branch Manager ~ August 2007 to March 2011**

**Experience Summary:**

- Looking after Sales and Marketing of entire Saurashtra.
- Revenue generation in the assigned area as per set target.
- Decision making in terms of Rates negotiation and finalization for volume business.
- Manage major key accounts like Texpin Bearing, KCI Bearing, Jenburkt etc.
- Device sales strategy for short- and long-term objectives.
- Ensure collections as per the company norms.
- Achieve profitability and budget plan.
- Expansion of Franchisee Network.
- Monthly business review with franchisee and planning for new development.

**Achievement:**

- New branch opened in Morvi in November 2007 with startup business of 75000/- per month.
- New branch opened at Metoda with starting business of Rs. 2.5 lacs.

## **7.TNT-SPEEDAGE EXPRESS CARGO SERVICES**

**Branch Manager ~ July 2002 to August 2007**

### **Experience Summary:**

- Manage major key accounts like Abb Ltd, Bundy India Ltd, Shine pharma etc.
- Managing a team of salespersons and motivating them to achieve their targets.
- Decision-making in terms of Rates negotiation and deal finalization of corporate clients.
- Appointing Business Associates for new locations.
- Handling team size of 15 members.
- Ensuring 100% deliveries of incoming consignments.
- Coordinating with B.A. for pickups and deliveries.
- Co-ordination with hub center for 100% connectivity of booking shipments.
- Prepare MIS report of booking, delivery, outstanding, BA performance appraisal, Customer analysis reports and service analysis reports.

### **Achievement:**

- Given added business growth of Rs.3.00 Lacs per month to Ponda Branch from new customers i.e., Crompton Greaves, BDF, CFL Pharma, Wallace Pharma.
- Waghodi, Por, Padra branch was started by me in 2005-06 with a startup business of Rs.1,50,000/- per month which increased to Rs.3.5 lacs in Surface, Air within a span of 2 years.
- Developed 5 business associates for booking and delivery, trained and assisted them in getting business.
- Handled major account of Abb Ltd, Bundy India Ltd, Shine pharma etc.in terms of helping them to manage their inventory by providing just in time services.
- Controlled outstanding as per company policy to 45 days and 50 % of to be billed business.
- Achieved 95 % of deliveries on time and 98 % in dispatches of booking consignments same day of booking.

## **8.TRANSPORT CORPORATION OF INDIA LTD**

**Branch Supervisor ~ May 1995 to June 2002**

### **Experience Summary:**

- Responsibilities of business development, Operations, fleet profitability and accounts.
- Responsible for making reports of short and extra materials, loading and unloading of vehicles at the branch.
- Cost control, evaluation of field overheads against budgets.
- Liaisoning with brokers for arranging trucks on day-to-day basis.
- Responsible for maintaining company fleet.

### **Achievement:**

- Increased business by 30 % within a year of joining through my expertise in the area of sales and marketing.
- Successfully launched Container service through CONCOR RAILWAY for Delhi sector.

## **PROFESSIONAL SKILLS**

Proficient knowledge and hands on experience MS Excel, MS Word, MS PowerPoint, MS Outlook and MS Projects.

## **EDUCATION**

Bachelor of Arts 1994

## **STRENGTHS**

Good Interactive & Analytical Skill, Team Management  
Punctuality, Time Management

## **PERSONAL DETAILS**

**Father** : Late Shiu Pratap Singh  
**Marital Status** : Married  
**Languages Known** : English, Hindi, Tamil  
**Permanent Address** : A-403, Sarjan Society, Near ACC cement plant, Changodar Ahmedabad.

### **DECLARATION:**

I hereby declare that the above-mentioned information is true by the best of my knowledge.

**Best Regards,**  
Birendra Singh