

CURRICULUM VITAE

CAREER OBJECTIVE

To be in a position in an organization where I will be able to utilize my skills and knowledge. A strong desire and capability to pursue a career in corporate world. My work will reflect my deep conviction to quality and through satisfaction of my superiors.

SYNOPSIS

A well versed qualified candidate into all East and North East of India **17+ Years** of experience in the field of Transportation / Service sector into Eastern / North East part of Bharat. A self-motivated, dedicated person with a positive attitude and ability to observe confidentiality.

KNOWLEDGE PURVIEW

Accounts

Computer

ACADEMIC CREDENTIALS

Bachelor of commerce

Bhagalpur University, Bihar 2002

Intermediate

Intermediate concil Board Patna 1999

Matriculation

Bihar Board Patna 1997

COMPUTER SKILLS

- Well versed in M.S Office, Basic & Fundamental, DOS and Web activities like Internet & email etc.

ORGANISATIONAL EXPERIENCE

Company's Name	Department	Profile	Place	Tenure	Experience
Sugam Parivahan Pvt. Ltd	Branch Manager	Manager	Impha	March 2024 to Till Date	
Om Logistics Ltd	Branch Manager	Manager	Guwahati	June 2008 to March 2024	15.09 Yrs
Airchies Retails Ltd	Sales & Marketing (Retail)	Asst.Sales	Delhi	Feb'2003 to June'2008	5.04 Yrs

Duties of previous companies:

SUGAMPARIVAHAN PVT LTD:

**Working currently as a Branch Manager in Imphal from Mar-24 to Till Date.
An Indian MNC deals in logistics, 3PL, Warehousing, Supply chain solutions end to end including SAARC countries.**

Job Profile:

- Fleet Management on boarding vendors for last mile, middle mile for entire north east.
- Inbound Sales
- On time delivery of consignments
- Proper follow-ups with fleet partners for time deliver the s/ments
- SNSD analytics
- FIFO analytics
- Onboarding 5 new fleet partners on monthly basis
- Outstanding collection.
- Vehicle unloading time maintenance

OM LOGISTICS LTD:

**A Company is dealing in applications and with the help of application perform Last Mile, Middle Mile Delivery
Worked as a Branch Manager in heading Eastern Part of India in states Bihar, Kolkata and Delhi**

Job Profile:

- To deal in FTL, LTL and onboard partner's as per requirement.
- On boarding new customers for LMD, FTL
- Taking care of Revenue collection, Sales, Admin, Finance and Manpower management
- To check META data of the vehicles in regards to
- To give knowledge of Partner's App, Customers App, Officers App to the concern regarding its usage and functions
- Ensuring GPRS to be installed in the vehicle which is being deployed
- To give proper guidance in regards to Trip sheets and its usage
- On boarding of new partners and customers in admin with required documentations
- To organize Partners Loyalty program, Open House session for partners
- Overseeing staff, suppliers, and contractors to ensure that deadlines are met. If issues arise with contractors, then to resolve the problem as quickly as possible so as not to affect the schedule.

Archies Retails Ltd.

Worked in the position of Retail Sales and Marketing Delhi,

Job Profile:

- Responsible for overall business development in allotted territory of Delhi.
- Meeting with new and lost customer to re start business both Incoming and outgoing From Delhi and nearby area under Retail business (Retail).
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ASSETS TO COMPANY

- Handles responsibilities well.
- Challenge seeking.
- Excellent interpersonal skills.
- Strong determination to grow in an organization
- Willing to relocate easily
- Thrive on new opportunities and challenges.
- Honest and trustworthy.

PERSONAL DOSSIER

Permanent Address	Vill Bardepur Dist. Madhubani, Bihar
Date of Birth	15th March 1981
Nationality	Indian
Languages Known	English, Hindi
Strength	Optimistic, Self-Confidence
Hobbies	Listening and singing music, public relations
Marital Status	Married

Sanjay Kumar Jha