

Susanta Kumar Behera

At/po-Natakai,dist-Cuttack, Odisha-754207
+917077925336 | ksusanta336@gmail.com

Objective

Responsible for placement of commercial trucks, negotiation freight rates, conduct market analysis, generates leads, manage client relationship, drive business growth,FTL, logistics sales, field sales.

Personal Details

- Date of Birth : 03/05/1994
- Marital Status : Unmarried
- Nationality : Indian

Education

- R.O.High school 10th 2009
- ITI , bhubaneswar ITI 2012-2014
- Indira Gandhi Institute of Technology, Sarang Diploma Engg. 2014-2017
- Oxford College of Engineering & Management, Bhubaneswar B.Tech Engg. 2020-2023

Experience

- NKB industrial products and pvt Ltd 01/01/2019 - 01/08/2022
Sales executive
Cold calling, machinery Sales,marketing, lead generation, inbound and outbound calls, field sales, industrial products sales,
- FR8 logistics 01/08/2022 - 07/01/2024
Onboarding officer (Field sales)
 - Conducting vehicle verification through field sales.
 - Collecting & reviewing necessary documents .
 - Updating client information on the KYC system, maintain accurate records.
 - Proficiency in data entry & using KYC compliance system.
 - Mention direct interaction with partner to collect necessary documents for onboarding process.
 - Explain about company policies & brokerage charges based on trip.
 - Strong communication skills to interact with partner and internal team.
 - Vehicle placement as per company Target.
- All India Transport Co. 10/01/2024 - Till continue.
Traffic manager
 - Effectively arranging vehicles for various transportation needs from broker & market vehicles.
 - Negotiation freight rates & contract with carriers.
 - Building & maintain a strong relationship with carriers & clients.
 - Market knowledge of freight rates& transportation options.
 - Co-ordinate with transporter for vehicle placement.
 - Providing updates on delivery status, addressing any issues that arise, and coordinating with clients.

- Planning and optimizing routes for vehicles to ensure timely and efficient deliveries.
- Maintaining accurate records & documents of vehicle placements, deliveries, and related documentation.
- Conduct market research & identify new business opportunities.
- Plan & co-ordinate logistics operations, including route planning, vehicle tracking, freight management.
- Develop & implement strategies to achieve targets & business growth.

Languages

- Odia
- Hindi
- English

Skills

- Team members
- Sales
- Team lead
- Decision making
- Problem solving
- MS Office
- Negotiation
- Customer service
- Freight broker

Interests

- Chess, cricket