





Sidharth Kumar *Territory Manager*

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Profile

Results-driven Territory Manager with experience in business development, key account handling, and logistics operations. Skilled in driving revenue growth, expanding market presence, and building long-term customer relationships across assigned territories. Proven ability to identify new business opportunities, manage cross-functional coordination, and ensure high service levels while meeting sales and volume targets.

Professional Experience

10/2025 – Present
Bhiwadi, Rajasthan

Territory Manager (Safexpress Pvt Ltd), Sr. Executive

- Analyzing market trends, customer requirements, and competitor activity to drive strategic growth.
- Coordinating with operations, customer service, and billing teams to ensure smooth service delivery.
- Strengthening relationships with existing clients to improve retention and wallet share.
- Identifying new business opportunities and onboarding new customers across key industry segments.
- Managing business development activities for the assigned territory to achieve revenue and volume targets.
- Managed end-to-end bill collection process, including invoice follow-ups and payment coordination.
- Ensured timely recovery of outstanding payments while maintaining good customer relationships.
- Ensuring timely resolution of customer issues and maintaining high service satisfaction levels.

02/2023 – 10/2025
Pune, Maharashtra

Key Operation Manager (OM Logistics Ltd), Executive

- Managed key customer accounts and handled end-to-end logistics operations from first-mile pickup to last-mile delivery.
- Maintained and updated ERP systems, including Oracle modules, to ensure smooth operational execution.
- Prepared daily, weekly, and monthly MIS reports to support management decision-making.
- Coordinated inventory tracking, dispatch planning, and delivery schedules to improve operational efficiency.
- Liaised directly with customers to ensure timely pickups, deliveries, and effective issue resolution.
- Supported audits and compliance checks by maintaining accurate documentation and records.
- Monitored billing cycles, followed up on bill collection, and resolved billing discrepancies in coordination with the accounts team.
- Worked in PTL (Part Truck Load) and FTL (Full Truck Load) logistics operations.

Education

08/2025 – Present Punjab	Master of Business Administration (MBA), <i>Lovely Professional University (LPU)</i>
07/2019 – 06/2025 Rewari, Haryana	Bachelor of Arts (BA), <i>Indra Gandhi University Meerpur</i>
01/2023 – 01/2023 Jamalpur, Gurugram	Diploma in Logistics & Supply Chain Management Pvt. Ltd, <i>Logistics And Supply Chain Management - Delhi</i>
12/2022 – 12/2022 Rewari, Haryana	Computer Diploma in Information Technology, <i>Indra Gandhi Computer Shaksharta Mission, Rewari</i>

Skills

- Supply Chain & Logistics Operations
- MIS & Reporting
- MS Excel (Reporting & Analysis)
- Lead, Account & Case Management
- Problem-Solving
- Pickup & Delivery Coordination
- Billing & Collection
- Salesforce CRM (Data Management & Reporting)
- Data Entry & Record Maintenance
- Time Management
- ERP Systems (Oracle)
- Customer & Vendor Coordination
- Salesforce CRM
- Process Improvement

Languages

- English
- Hindi

Awards

Honored by District Magistrate (DM) for achievement in National Boxing, *District Magistrate*

Gold medal in National Boxing Tournament

Complete the Tritiya Sopan in Scout & Guide as a Team leader

Participated in National Boxing Tournament Four times.

Complete the Tritiya Sopan in Scout & Guide as a Team leader