

ARUN DUBEY

REGIONAL MANAGER TERMINAL & LOGISTICS OPERATIONS

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EMAIL : hardikarun8541@gmail.com
LOCATION : Kanpur Nagar, INDIA
EXPERIENCE : 14 Years

KEY SKILLS:-

Operations:

Terminal & Site Management, Bulk Cargo Handling, Fleet Management
Sales & Business Development: Client Acquisition, Market Share Expansion, Revenue Growth.

Compliance:

Liaising with Government Authorities (RTO, Mining and GST).

Strategic:

Financial Budgeting, Cost Optimization (upto 20%), Route Planning MIS Reporting, Statutory Requirements, Budgeting & P&L Management.

Leadership:

Team Training & Coaching, Conflict Resolution, Performance Monitoring.

Safety:

HSE Compliance, SOP Implementation, Maintenance Management.

EDUCATIONAL QUALIFICATION:-

M.A. Political Science (2012)
Chhatrapati Shahuji Maharaj University (CSJMU).

B.A. Political Science (2010)
Chhatrapati Shahuji Maharaj University (CSJMU).

PROJECTS:-

Supply of Aggregate (Ganga Expressway):
Managed end-to-end logistics operations for a Period of 516 days, ensuring timely delivery & Site target achievement.

LANGUAGE KNOWN:-

- English
- Hindi

PROFESSIONAL SUMMARY:-

- Dynamic and results-oriented Logistics Leader with over 14 years of experience in Branch Management, Sales, and Supply Chain.
- Proven expertise in driving branch revenue growth, acquiring new corporate clients, and managing large-scale fleet operations.
- Skilled in optimizing logistics efficiency, reducing operational costs by 15%, and leading high-performing teams to achieve 30% productivity gains.
- Expert in Government Liaison (RTO, Mining, GST) and ensuring 100% regulatory compliance.

WORKS EXPERIENCE:

Regional Manager Transport & Logistics Operations

M/S SGRG INFRA SOLUTION

01/2020-Present

- Revenue & Growth: Leading branch operations for large-scale infrastructure projects (PWD, NHAI), focusing on maximizing revenue and profitability.
- Sales Strategy: Developed and executed local sales strategies to increase freight volumes and identify new business opportunities.
- Cost Optimization: Achieved a 15% reduction in operational costs through strategic route planning and maintenance control.
- Team Leadership: Supervised multi-location teams, resulting in a 30% increase in turnaround efficiency.
- Compliance: Coordinating with RTO, Mining, and GST departments for permits, documentation, and royalty verification.

Logistics Area Manager

M/S SUPER STAR LOGISTICS PVT. LTD.

01/2012 - 01/2020

- Operational Improvement: Managed logistics for major clients (Hero, Honda, Bajaj), implementing process changes that reduced costs by 20%.
- Team Leadership: Led and motivated multi-location teams, achieving 25% higher productivity through targeted training and capability building.
- Client & Authority Liaison: Built long-term partnerships resulting in a 95% client retention rate while coordinating with government authorities for regulatory compliance.
- Audit & Reporting: Ensured all logistics documentation was updated and available for legal audits, maintaining a transparent and compliant entity image.