



# LOKESH GUPTA

## PROFESSIONAL SUMMARY

Senior logistics professional and business advisor with 29+ years of experience in driving sales growth, improving operational efficiency, and enhancing profitability across road transport and freight networks. Expertise in network expansion, vendor and contract management, and resolution of complex commercial disputes. Recognized for identifying operational gaps, reducing cost leakages, and implementing practical, scalable solutions across multi-location operations in India.

## CONTACT

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**Email:** lokeshgupta.dlh@gmail.com

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## WORK EXPERIENCE

### President | Plaza Road Lines / Plaza Logistics Pvt. Ltd.

AUG 2024 - PRESENT

- Established and scaled a PAN-India logistics company with 10 new branch openings across key locations.
- Built a strong clientele network and achieved a significant turnover, demonstrating consistent business growth and operational excellence.

### President | G&G Logistics And Freight Forwarding Pvt. Ltd.

DEC 2023 - JULY 2024

- Founded a new logistics company and, within a year, successfully expanded operations by opening 20 branches PAN-India.
- Achieved a substantial turnover through strategic planning, client acquisition, and operational excellence.

### Vice President | GGSS Pvt. Ltd.

AUG 2023 - NOV 2023

- Organized team meetings to enhance communication and collaboration, while providing strong leadership to ensure strict deadlines were met across departments.
- Successfully managed contracts, compliance, and funding, driving consistent growth in revenue and profitability.

### Deputy General Manager | CJ DARCL LOGISTICS Ltd.

APR 2022 - JULY 2023

- Accountable for driving sales growth through new customer acquisition and delivering tailored solutions, while monitoring profitability, cost analysis, and achievement of business targets across West India.
- Oversaw branch operations, freight monitoring, and vendor negotiations to ensure efficiency and cost control. Provided strong people management through training, succession planning, and timely PMS evaluations, while liaising with government authorities to ensure smooth operations and compliance.

**Regional Manager | CJ DARCL LOGISTICS Ltd.**

APR 2014 - MAR 2022

- Handled administrative functions by ensuring timely task completion at the West India Zonal Office and coordinating review meetings with regional heads and company leadership.
- Managed litigation cases related to motor vehicles, while analyzing placement and indent data to improve profitability and cost efficiency.

**Area Manager | DARCL LOGISTICS Ltd.**

APR 2005 - MAR 2014

- Built strong relationships with Indian Railways and received new incentive schemes for freight cargo, while enhancing company visibility through marketing initiatives, exhibitions, and seminars.
- Monitored lorry hire rates, ensured accurate payments, and supervised timely placement of Indian Railways rakes to maintain smooth logistics operations.

**Liaison Officer | Delhi Assam Roadways Corporation Ltd.**

FEB 1997 - MAR 2005

- Handled diverse responsibilities across operations, legal matters, liaison, and sales tax, including recovery of missing vehicles and goods in coordination with police for safe delivery to customers.
- Managed accident cases, insurance procedures, and represented the company in court to secure release of confiscated goods.

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**EDUCATION****Bachelor of Arts****Dr. Bhimrao Ambedkar University (formerly University of Agra)**

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