

CURRICULUM VITAE

Chandrakanth P.K

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Career Objectives:

A trained logistics professional, seeking a challenging opportunity in the field of logistics in a reputed and progressive organization that will make use of my qualification, skill, expertise and also provide me ample opportunity for career development.

Academic Qualifications:

Course	Institution/College	Year of Passing
MBA(logistics & Shipping)	Indian Institute of Logistics, Cochin, Kerala	2016
B.Sc. (Computer Application)	SDM College, Ujire	2014
PUC	SDM College, Ujire	2010
SSLC	Anugraha English Medium School, Ujire	2008

Work Experience:

❖ Present Working **Transpeed Logistics Pvt Ltd** as Business development Manager & Overall Branch Coordination.

- **SALES/OPERATION MANAGER (INBOUND/OUTBOUND)**
- Responsible for business development in Bangalore/Chennai
- Planning and achieving Sales target
- Training, motivating and leading sales/operation team.
- Handling Custom Clearance
- Achieve set targets and contribute to development and growth of business performing the role of an BDM
- Plan new/existing contacts for customer retention and proactively meeting customers' requirements/problem resolution

- Work with other internal department/teams to resolve customer queries/issues to meet customer satisfaction/service levels
- Collect & Communicate market/competition information and implement business development initiatives
- To plan, coordinate, develop business and achieve targets related to freight and custom market
- Business development so as to meet business objectives and contribute to profitability.
- Regular updates to end customers

❖ **ENS Logistics (I) Pvt.Ltd**, Bangalore branch as Sales Executive & Customer support
April 2017 to May 2018

- I. Documentation department
- II. Import/Export department
- III. International- Desk

❖ **Worldwide logistics (I) Pvt. Ltd**, Bangalore branch as Sales Executive from March 2016 to March 2017

- Responsible for the sales in assigned territory.
- Achieving Individual targets.

❖ Participated in **MARESK Training** camp held at Cochin, Kerala

Skills and Performance:

- ❖ Experienced in handling exports and imports, handling freight forwarders, Customs, documentation and logistics cost control.
- ❖ Skilled as strategist who transforms strategic plans into workable solutions and performance against key operational targets / goals.
- ❖ Result oriented achiever with excellent track record for identifying opportunities for accelerated growth.
- ❖ High Performing operations management with expertise in building / optimizing Organizational processes, measurement systems, and infrastructure to maximize the outcome.

Academic Project(MBA):

❖ Study on customer satisfaction at **DIX SHIPPING COMPANY(I)PVT.LTD**, Mangalore. Which deals with,

- Data analysis and interpretation
- Various documentation/procedures
- Findings, suggestions

Extra-Curricular Achievements:

Programs	During the Year	Achievements / Awarded / Special Recognition	Recognition Institution
NCC	2010-2012	All India “Nau-Sanik” Camp in 2010, completed “B” certificate and “C” certificate with B grade.	Naval Head Quarter, Delhi
NCC	2010-2013	Trekking camp to Kumara Parvatha and Kudremukh	Naval Head Quarter, Delhi

Computer Proficiency:

FIT,C Programming, Java Programming, Oracle, Visual Basic, Web designing.

Personal Details:

Name	:	Chandrakanth PK
DOB	:	14 th April 1991
Sex	:	Male
Marital Status	:	Single
Languages known	:	English, Hindi, Kannada, Malayalam, Tamil and Tulu
Permanent Address	:	Pelathady house, Neria Post and village, Belthangady Taluk Dakshina Kannada, Karnataka, India Pin Code-574228
Hobbies	:	Listening to Music, Trekking, Riding, Playing football, Cricket.

Declaration:

I hereby declare that all the above furnished details are true to the best of my knowledge and belief.

Date: 04/03/2020
Place: Bangalore

Chandrakanth P.K