

VIKRAM. V. P

5/135-5, "RUSH ILLAM", Ganesh Nagar, Panimadai, Coimbatore : 641017

Mobile- +91 9566 818 319 / 9894 809 389

E mail : dvikram.cbe@outlook.com / ses.vikram@gmail.com

Professional Summary:

A total experience of 22 years and proven exposure in the service industry(s) of Transportation, Logistics and Education. Domain experience in operations, marketing, client acquisitions, key accounts management, tender management, market survey, need based solution selling, vendor management, public relations and credit operations.

WORK EXPERIENCE:

Scholarius Educational Services: Coimbatore based education consultancy company (India & UAE)

Key job profile involved identifying potential entrepreneurs in education and cross selling the company's key consultancy service. To do pre audits on institutions seeking international curriculum, national and state affiliations. Carry out post affiliation audits and monitor examination centers on behalf of Pearsons Edexcel and finance institutions. Reporting to the CEO

Achievements: Did affiliations of Six International IGCSE schools; Two CBSE schools, Two ICSE schools; One Matriculation School.

Designation : Head- Business Development (September 2014 – December 2018)

Shubham Freight Carriers Pvt Ltd : All India Logistics, warehousing and transportation company.

Core responsibility was enhancing the branch revenue and maintain operational standards. Tasked with billing and collections, receive, store and dispatch line feed materials, facilitate transshipment of 3PL, exploring new markets, client acquisitions and offering ware housing solutions. Handled tenders and represented the company in tendering process. First to bring in Air Cargo services for small shipments Was reporting to the General Manager.

Achievements: Brought in new clients – ELGI Equipments, Seshasayee Papers, Everest Industries, ITC, Janatics, Texmo, TNPL, HUL.

Recognition: Recognised and awarded as the Best New Employee

Designation: Branch Manager (May 2011 – July 2014), Coimbatore

Shreeji Transport Services – Bonded Trucking Division: A leading Bonded Truck Operator at all International Airports in India.

I was entrusted with the task of setting up operations at Coimbatore International Airport in coordination with the Customs department and AAI. The job involved cargo categorization for major International Airlines and be the last mile consolidator of export cargo involving related customs clearance and statutory compliance. Carried out operational coordination with freight forwarders, CHA and registered client airlines record and handle reporting company trailers and trucks. Handle and cleared Import Bonded Cargo, Bond Register with the Airport Cargo Customs. Maintain operational standards as prescribed by client Airlines.

All above task reporting to the CEO

Achievements: Operational standards and quality were achieved resulting in significant international airlines seeking to use the company's services in Coimbatore.

Recognition: Was recognized and awarded as Significant Employee.

Designation: Branch Manager – Bonded Cargo Operations (January 2003 – February 2011)

FrontLine Express Services: Tirupur based multimodal cargo company.

I Joined as an executive, coordinated clients small shipments for Air Cargo and NVOCC shipments. I Looked after the sales and client service, payment collections and back office administration. I Was reporting to the Branch Manager.

Designation: Executive (November 1999 to December 2002), Tirupur & Coimbatore

Rajshree Ford, Coimbatore: Authorised dealers by Ford Motors India

Primary task was attending to walk-in customers, facilitate test drives, under take cold calls, road shows, work closely with auto finance companies and thereby selling Ford cars. I Was reporting to the General Manager.

Designation: Sales Consultant (June 1997 – September 1999)

Hotel Heritage Inn, Coimbatore.

Started as Front Office Assistant catering to guest check ins and check outs, under take guest room reservations, guest relations and travel desk. Performed night auditor duties.

Reporting to the Front Office Manager and the General Manager.

Designation: Front Office Assistant (January 1995 – May 1997).

Business Skills: Good at presentation, market survey, client due diligence, identifying new markets, time definite deliverables, like networking, independent correspondence, functional computer skills, dispute handling, team player in line of company's vision and policy.

Educational Qualification: B A in Economics(correspondence), Annamalai University.

School: Bharatiya Vidya Bhavan Matriculation Higher Secondary School, Coimbatore

Language Proficiency: English, Tamil, Hindi and Kannada.

Personal Details: D.O.B: 25/09/1972, Married,

Other Details: Well travelled within the country and valid passport holder.

References: On Request.

I declare the above details true to my knowledge and belief and accountable for any misrepresentation of facts.

Your's truly

Vikram. V. P.

Coimbatore