

# SHIVAM SINGH

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## •Job Objective

To acquire a challenging profile in Logistics, Supply Chain and Freight Forwarding (LCL & FCL) that best utilize & enhance my skills.

## •Career Summary

- An accomplished professional with 2 years of experience in handling versatile role in Supply chain management, Transportation, Strategy Planning and execution, Business development & Customer management.
- Demonstrated expertise in developing and implementing effective sales strategies to capture new business and expand market share.
- Recognized abilities of analytical thinking and problem-solving skill and attention towards details.
- Brings directional and process-oriented approach to accomplish organizational and client objectives including - cost, profit and services.
- Proficient in coordinating with cross-functional teams on key projects, including development & execution.
- An effective communicator with excellent interpersonal and relationship management skills with ability to relate to people at any level of business.

## •Organizational Experience

### ●Gati Express & Supply Chain Private Limited

(August 2023- Till date)

#### Role: Territory Sales Manager

- Identify and prospect potential clients through various channels, including cold calling, networking events, and online research.
- Manage the entire sales process from lead generation to deal closure.
- Develop and maintain a robust sales pipeline, tracking opportunities and providing sales forecasts.
- Collaborate with internal teams, including Solution design, Implementation, Operations, Business Excellence and Legal to ensure alignment with business development objectives.
- Lead cross-functional teams to develop and deliver integrated solutions that meet client needs.
- Negotiate business terms and contracts, ensuring favorable terms for both the company and the client.
- Collaborate with legal and finance teams to review and finalize contracts, ensuring compliance with company policies and regulations.
- Represent the company at industry events, conferences, and networking opportunities.
- Build and maintain a strong professional network to generate leads and stay informed about industry developments.

## ●TCI Express Limited

Role: Business Development Office

(September 2022- August 2023)

- Identify and prospect potential clients through various channels, including cold calling, networking events, and online research.
- Manage the entire sales process from lead generation to deal closure.
- Develop and maintain a robust sales pipeline, tracking opportunities and providing sales forecasts.
- Collaborate with internal teams, including Solution design, Implementation, Operations, Business Excellence and Legal to ensure alignment with business development objectives.
- Lead cross-functional teams to develop and deliver integrated solutions that meet client needs.
- Negotiate business terms and contracts, ensuring favorable terms for both the company and the client.
- Collaborate with legal and finance teams to review and finalize contracts, ensuring compliance with company policies and regulations.
- Represent the company at industry events, conferences, and networking opportunities.
- Build and maintain a strong professional network to generate leads and stay informed about industry developments.

## ●Academics Credentials

**MBA** - Masters in Business Administration: 2020-22

- Jaipuria Institute of Management, Ghaziabad

**B.Tech** -Bachelor's in Technology (Computer Science & Engineering)

- Kamla Nehru Institute of Management and Social Sciences, Sultanpur

**HSSE** Higher Secondary School Education:

- Saraswati Vidya mandir, Sultanpur

**Intermediate** Central Board of Secondary Education:

- Saraswati Vidya Mandir, Sultanpur

## ●Personal Dossier

Date of Birth: 01<sup>st</sup> January 1998

Marital Status: Unmarried.

Language: English & Hindi

Hobbies: Cricket and Volleyball.