**RAJU M KALAL**

**Address & Contacts Personal Details**

F-8 Ratnam Flats, Age: 24

B/h KundanTenaments part-2, DOB: 29 August 1989

Vasna, Ahmedabad.380007, Nationality: Indian

HP:+91-9067386400 Marital Status: Single

E-mail : kalal.raju@yahoo.com

Career Objective

To pursue a career in Business & Commerce with focus on Sales & Marketing with special emphasis on client & customer services & needs assessment.

PROFILE SUMMERY

* Having two year experience in International logistic in CTA Logistic ltd, and Gati International ltd. which is one of the leading players in freight forwarding industry.
* Flavored with a blend of experience of working with various shipping line & custom house agent and custom authority of India.
* Having very good knowledge of Import and Export documentation
* Very good experience of freight forwarding and Multi modal logistics

Education & Qualification

**2009 – 2011 LDRP Institute of Technological Research, Gandhinagar / India**

* Master of Business Administration ( **MBA** ) in Finance full time, got first class in it, passed it with 65%
* Recognized college of Gujrat Technological University

**2006-2009 Shree Shajanand Vanijya Mahavidyalaya, Ahmedabad / India**

* Bachelor of Commerce ( **B- com** )
* Graduated with overall 67 %
* Recognized college of Gujarat university

WORK EXPERIENCE

**Feb 2013 – Jan 2014 Sales Executive GATI LTD, India/ Gujarat**

* Execute strategic sales in line with company directions.
* Lead development and business expansion of existing key accounts.
* KPI and target setting to sales teams.
* Manage and develop strategic sales pipeline.
* Ad hoc reporting requirements – Budgets, FYE and monthly reports etc.
* Identify, qualify, develop and strategic sales opportunities (Supply Chain Management/Contract Logistics).
* Prepare, lead and assist project implementation for new customers and contracts.
* Maintain supplier relationships..
* Work closely with company product managers, customer service, key accounts, senior management, directors and stake holders.
* Achievements: was commended and given a testimonial for good work performance and positive attitude.

**May 2011- Feb2013 Sales Executive Cta Logistic ltd**, **India/ Gujarat**

* Assist to Manager for timely & accurate submission of different regular reports on Sales and operations, NBD pipeline, Freight trends, payables, cash and any other adhoc reports to operation team
* Responsible to checking and verifying the documentation of customer invoices and arrange the necessary approval for final booking.
* Analysis of customer business trends on monthly basis, provide the accurate business information to Manager.
* Maintaining relationship with various shipping line and taking rates of various destinations. Also submitting document of various customer
* Perform other duties as requested by the Manager.

Project Undertaken

1. **Summer Internship Project**

**Project on Multi Model Logistic**,CTA Logistic Ltd, Ahmedabad.

Comprises of costing of each model, work on ERP to get all kind of information, co-ordinate with railway authority, I have also visited pipavav port for 10 days to get through knowledge of port operation.

1. **Grand Project**

Project on Market crashes & its consequences

Includes work on various share market based software, studied impact of single event on share market, done survey of post effect of market crash,

1. **Cold storage feasibility in Ahmadabad**

Study various technical standard for refrigeration, finds supplier of every component used in cold storage and does comparative cost analysis of it, understanding Individual quick freezing ( IQF ) process and finding markets for it, also involved in sourcing cheap availability of various fruits and vegetables.

WEB-CENTRIC SKILL

* IT Competency – proficient in MS Word, PowerPoint, Excel
* IT Research Competency - proficient in the use of Internet and on-line retrieval systems for information research

CORE CURRICULA ACTIVITIES

2008-09 In B-com was a event coordinator to organizes parties, days and various social events,

2010-11 MBA was class representative for 2 semesters,

Member of event Committee in society had organized Navratri and other religious festival,

Participated in ABHIVYKTI event organized by Indus College& other college events like chaos by IIM,

6/2012 Attended Cool Logistic Summit by Arshiya Logistics at Marriott Mumbai,

INTERPERSONAL SKILLS

* Learned the importance of tact in Sales Assistant job. Commended by Sales Supervisor for diplomacy with customers and staff.
* Learned the importance of team player when working on projects with various teams.
* Learned to question, listen and present during class tutorial and discussion.

LANGUAGE PROFICIENCY

* English, Hindi and Guajarati ( written & spoken ), French ( Basic ) , Mandarin ( Learning )