

Pankaj Saini

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Objective: *Having insatiable energy to produce results and being able to quickly build outstanding customer relationships, I would be a valueable addition to any ambitious company. Right now I want to join a rapidly growing dynamic company that has plans for ambitious growth.*

PROFESSIONAL SYNOPSIS

A self starter with entrepreneurial management skills having around 8 years of qualitative experience in sales, collection business development and logistics Department in the Indian markets.

KEY STRENGTHS

Ability to envision creative sales strengths and programmers, then follow thoroughly on the details to ensure successful implementation

Consensus builder and skilled negotiator with the ability to build and maintain excellent relationships

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over a long sales cycles

Able to make rapid assessments and quickly revise tactics to ensure progress and good achievement. Ability to perform well on both independent contributor and team member

AREAS OF EXPERTISE & EXPOSURE

Sales & Service Operations

Drive sales and collection initiatives and for strategic market positioning and ensuring the increase in sales growth and Collection Ensure territorial growth/development for increasing collection volumes.

Map & analyze business potential, identify new profitable product & product lines.

Identify and explore new markets and tap profitable business opportunities for business development.

Client Servicing /Relationship Management

Businesses prospecting of complete range of products.

Designing and conducting pre-sales presentations to prospective clients.

Devise strategies through effective customer centric services for retention of clients.

CAREER HIGHLIGHTS

2012 –2014

Organization : TVS CREDITSERVICES LTD

Department : SALE

Designation : Territory Manager

- Maintaining relationships with existing customers through regular visits Establish and maintain business relations and generate new business.
- Ensure high level of consumer satisfaction by building and maintaining good relationship with potential customers.

Notable Contributions

- *Achieved the targets in all months*
- *Achieved the sales and Collection in diversified product*

AREAS OF EXPERTISE & EXPOSURE

Successful fleet management relies on effectively vehicle tracking, maintenance, driver management, fuel management, and compliance. By integrating these components into a comprehensive fleet management strategy, companies can improve overall fleet efficiency.

2014-2017

Organization : UG LOGISTICS

Department : LOGISTICS

Designation : Fleet Manager Amritsar Transport nagar

- Purchasing and maintaining vehicles for deliveries.
- Deciding whether to lease or buy vehicles.
- Assisting in the recruitment of quality drivers into the fleet.
- Developing efficient driver schedules to maximize profits.
- Managing drivers so they adhere to strict schedules.
- Registering and licensing all vehicles under their management.
- Finding ways to cut costs and maximize profits.
- Developing strategies for greater fuel efficiency.
- Maintaining detailed records of vehicle servicing and inspection.
- Scheduling regular vehicle maintenance to ensure operational efficiency.
- Ensuring strict servicing and maintenance times to minimize downtime and maintain schedules.
- Analyzing data to increase business operational efficiency.
- Utilizing GPS systems to monitor drivers and track vehicles.

2017-2023

Organization : Distance Travel

Department : Transport (Car Rental)

Designation: Fleet Manager Amritsar Larwarnc Road

- Resolve customer complaints in a professional manner
- Handle customer inquiries and provide customer service support
- Vehicle scheduling and dispatch.
- Efficient asset utilization and route planning.
- Vehicle inspection and maintenance.
- Real-time vehicle location tracking.
- Vehicle performance monitoring, record keeping, and improvement.

2023- till now

Organization : ZIQITZA HEALTH CARE PVT. LTD

Department : 108 AMBULANCE SERVICE

Designation: Cluster Manager (Moga & Faridkot)

- Responsible for health and safety of the ambulance operations workforce.
- Monitor contract compliance against predetermined key performance or quality indicators.
- Demonstrate an understanding of and commitment to the principles of equal opportunities, equality and diversity, and wherever possible, promote measures which enhance equality in the provision of services.
- Maintain current staff organizational chart and roster
- Track and update the vehicle management system
- Partake in budgeting and maintaining the costs for proper fleet management
- Monitor the compliance, quality control and assurance standards for all areas of fleet management

ACADEMIC CREDENTIALS

2005-2006 *Class X (P.S.E.B.) from Govt.Sr.Sec. School Marara.(Gurdaspur) 63%*
2007-2008 *Class XII (P.S.E.B.) from Govt.Model Sr.Sec.School.(Dinanagar) 65%*
2008-2012 *B.Tech. (IT Engineering) from SSSETC, Gurdaspur. 67.%*

PERSONAL DETAILS

Driving License : Valid Indian Driving license
Language as Known : English, Hindi, Punjabi
Date of Birth : 06-08-1989

References furnished up on request