

Neeraj Ranjan

(Store Incharge)

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ADDRESS:- H/o Ashok Kumar,
Indraprastha colony, Zora Talab
Road, Bariyatu, Ranchi - 834009

SUMMARY

Results driven skilled Logistics Manager focused on achieving success and increased productivity through improvements in operations, quality safety and administration

SKILLS

Microsoft office, Public Speaking, Organizational Development, Event Management, SAP and Microsoft Excel

WORK EXPERIENCE

- Worked with hindware limited Dhanbad)

Roles & Responsibilities:

- Led and supervised a team of Sales Executives to achieve monthly sales targets and expand market coverage.
 - Assigned sales territories, monitored field activities, and provided regular training to improve team performance.
 - Built and maintained strong relationships with dealers, distributors, architects, builders, plumbers, and channel partners.
 - Ensured product availability, coordinated order bookings, deliveries, and payment collections with distributors.
 - Monitored team performance through daily MIS reports, reviewed KPIs, and implemented strategies to improve sales productivity.
 - Conducted market surveys, analyzed competitor activities, resolved customer and dealer issues, and ensured high customer satisfaction.
 - Coordinated with the Area Sales Manager to execute promotional campaigns, dealer meets, and new product launches.
 - Ensured achievement of branch business targets while maintaining company policies and service standards.
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- Worked with Ultratech Cement Ltd. From March 2023 as Sale Executive (Jamtara).
 - Worked with **K.D. Supply Chain solutions Pvt ltd** From Oct 2022 To Feb 2023 as an **Asst. Manager project Asian Paints Ltd. (Dhanbad)**
 1. Supervise the maintenance of Comprehensive database.
 2. Responsible for inventory control for entire Plant.

3. Administration and update weekly shipping control report.
 4. Provide Complete and timely reports to the clients.
- Worked with **K.D. Supply Chain solutions Pvt ltd** From Oct. 2020 To Oct. 2022 as **DLO Projected Procter & Gamble India Pvt Ltd. (Patna)**
 1. Organize daily shipments of customers and shipped their orders
 2. Control inventory.
 3. Resolved problems related to correct data entry procedures.
 - Worked with **K.D. Supply Chain solutions Pvt ltd** From July. 2019 To Oct. 2020 as an **MIS Executive Projected Procter & Gamble India Pvt Ltd.(Patna)**
 1. Responsible for periodic MIS, Capacity planning, new category launch and setting new process.
 2. Responsible for training, people development and regular motivation to the Team.
 3. Maintain proper record of route form for assign region's galleries.
 4. Responsible for maintaining 100% IRA at the site.

ACADEMICS QUALIFICATION

Specialization

Major: Finance

Minor:HRM

Exam Passed	Board/University	Year of Passing	%	Division
MBA	Magadh University Bodh Gaya(Bihar)	2019	71.6	1st
B.A	J.P University Chhapra Bihar	2016	68	1St
H.S.C	BSEB Patna	2011	63	1St
S.S.S	BSEB Patna	2009	67	1St

HOBBIES & INTERESTS

Netsurfing
Listing Music
Travelling

LANGUAGE KNOW

Hindi, English, Bhojpuri

EXTRA CRRICULAR ACTIVITIES

N.C.C (National Cadet Corps) From Rajendra Nagar Patna

PERSONAL SKILLS

Can work effectively in a team and has the ability to meet deadlines.
I am a people person and am looking for a new challenge were I can use my existing skills and further develop my career

PERSONAL PROFILE

Father's name :- Late Satyendra Kumar Singh
Date of Birth :- June 18th 1994
Nationality :- Indian
Gender :- Male
Marital Status :- Married

DECLARATION

I hereby declare that all the information furnished above is true and complete to the best of my Knowledge and belief.

Place:-
Date:-

Neeraj Ranjan
(Signature)