

# N GIRISH KUMAR

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Seeking a Challenging position in Marketing and Sales with 26 years' experience in the Logistics and Supply Chain Industry working in the UK, Europe, India and Middle East and travelled extensively worldwide with knowledge of software like CRM, Sales Force, WMS, RFID, Microsoft Office. etc.

## WORK EXPERIENCE

**2019 - 2022**

### **SENOIR KEY ACCOUNT MANAGER – EUROPE WITH GEODIS, FRANCE**

Handled major Key account in Europe with YTY revenue of Euro 25 Million handling major customers in Healthcare , Automotive, Retail and Fashion vertical. Respond to all client related matters, from contractual agreement, solution, implementation and service performance, to service enhancements and new business opportunities perform and plan necessary reviews on operations and business and create plans for the assigned sector

**2015 – 2019**

### **SUPPLY CHAIN SPECILIST WITH YUSEN LOGISTICS UK LTD**

Handled ISC Trade Lane Development including Pharma and Automotive Vertical with revenue up to Euro 15 Million

**2005 – 2015**

### **SALES MANAGER WITH PANALPINA UK LTD**

Handled west midlands sales including Key accounts in the Pharma, Automotive and retail industry with a revenue of Euro 6.5 Million

**2001 – 2005**

### **SALES MANAGER WITH SCHENKER INDIA PVT LTD**

Handled Southern India sales also European trade lane including Automotive vertical

**1995 – 2001**

### **BDM WITH DANZAS AEI AT BAHRAIN**

Handled Key accounts and achieved 100% target YTD

## EDUCATIONAL QUALIFICATION

- Bachelors in Economics University of Madras
- MBA in Logistics and Supply chain Management from Manchester University
- Master's in Business Analytics with Excel

## PROFESSIONAL TRAINING

- Undergone Supply Chain Management training in the UK
- Undergone Professional training in managing people and individuals in the UK
- Undergone training in European road and rail system in Germany

## LANGUAGES KNOWN

- English, French, Hindi, Tamil, Malayalam

(Note: Detailed PPT will be submitted during interview)