

SUMIT PALIWAL

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My name is Sumit Paliwal , and I am from New Delhi.

I am a Graduate from Delhi University. I have an experience of around 17- 18 years of Sales in hard core marketing. I am a very self motivated and a highly ambitious sales professional , looking to partner out with a company for success.

PROFESSIONAL SKILLS

- Innovator and entrepreneur with 18 years in business leadership
- Experienced in all aspects of business formation, operation, finance, and management
- Visionary product developer with deep education in research and analytics
- Effective communicator and motivator who identifies and leverages assets in teammates to reach organizational goals
- Relentless optimist who believes there is no failure
- Strong command to handle business and employees with motive for development and growth, resource allocation and production
- Deep knowledge and background in business analytics, logistics, e-business, customer service, sales and purchase, resource allocations, high productivity, self-learning, and negotiations with clients
- Motivator of team with excellent ability of oral, written, and interpersonal communication
- Strong ability to take Initiative and solve problems through creativity, resourcefulness, and assets creation
- Continuous learner to stay on top of the best current and emerging business practices
- Attentive listener to incorporate the suggestions of valued team members into policy and planning

WORK EXPERIENCE

Presently working with Flexi World Logistics Pvt Ltd, as (**HEAD SALES**), an International freight forwarding company with in house CHA . They are into complete Import/Export business through Air/Ocean and also they have our own Domestic Pan India services both by Air as well as Surface. (2022 – Till date)

Business Head

(2020 – 2022)

Expanded self-owned business with Trackon Couries Pvt Ltd, Gurugram.

- Business started with 2 employees
- Handled the business by performing day to day activities such as Sales, operations, customer service, etc.
- Meeting with clients for satisfactory service and business enhancements
- Meetings with prospective clients for business growth

Business Head

(2007 – 2020)

Expanded self-owned business with DTDC Express Ltd., New Delhi

- Signed number of clients including AAKASH Institute, one of my PIONEER Corporate with monthly billing of Rs 35 lacs
- Worked with GLAZE TRADING with billing of Rs 2 lac per month
- Worked with ACTION GROUP with billing of Rs 2 lac per month from their single unit
- Took the business to high level with total billing of Rs 45 lac per month

- **List of corporate**

MBD BOOKS; RECOVA; AUSTRO LABS; NNS EVENTS AND ONLONE; APG ONLINE; COUNCIL POWER UTILITIES; JANAK PURI CLUB; SHREE DURGA ENTERPRISES; SHREE BALAJI ENTERPRISES; NORMA DND PRODUCTS, etc.

- Headed the business of 4 offices at various locations
- Managed the staff of 35 employees
- Developed the business from single office to 4 offices

Responsibilities as a Business Head

- Preparations of day to day routing with the field staff
- Managing and supervising the operations for the enhancement of the services
- Thorough analysis of the data base for building the strategies to tap top shot corporates for the business development

Business Head

(2004 – 2007)

Self-owned business with Blaze Flash Couriers Ltd., Vikaspuri, New Delhi

- Business started with 4 employees
- Handled the business by performing day to day activities such as operations, customer service,
- Meeting with clients for satisfactory service and business enhancements
- Meetings with prospective clients for business growth

Regional Manager

(2003 – 2004)

VRL Logistics Ltd., Naraina, , New Delhi

Responsibilities:

- Scheduling and prioritizing the day to day activities
- Daily activities of customer service, operations, etc.
- Supervise and manage the staff
- Meetings with prospective clients

Branch Manager

(2002 – 2003)

The Professional Couriers, Janakpuri, New Delhi

- Handled daily activities of the branch such as attending customers, operations, movement of loads
- Supervise and manage the staff

AWARDS and CREDENTIALS

- Got a prize of Rs 30000 from DTDC for best contribution as M/s Swastik Services in 2015
- Got Individual first prize of SJC-3 from DTDC
- Winner of 25 Years of Excellence award from DTDC
- Won 2nd Prize of World Cup 6 Super Senior from DTDC
- Got Pride of DTDC 2010 award from DTDC
- Received the Highest Overall Sales Performance award for 2012-13 from DTDC
- Received Individual Above & Beyond award from DTDC
- Received Certificate of Achievement of Rank 2nd in North Delhi Region in the Silver Jubilee Cup Competition 2014 from DTDC

- Received Certificate of Recognition as DTDC Channel Partner for securing Top Position in Most up-coming franchise in H1 from DTDC
- Received the Best Franchise Award 2010 from DTDC
- Received Exemplary Performer Award during the Silver Jubilee Year 2014-2015 from DTDC
- Received Certificate of Franchise Training Program in 2007 from DTDC
- Received Certificate of National Branding Drive in 2011 from DTDC
- Received Certificate of National Re-Branding Initiatives Drive with 4 Star in 2015 from DTDC
- Achieved the position of Associates Franchisee Advisory Board Member in Regional Franchise Advisory Board for the financial year 2013 to 2014 by DTDC
- Won the Pride of DTDC competition with 3rd Rank held in July & Aug 2011 by DTDC
- Received the Certificate of Achievement for securing First Position in C7 Category in 2017 from DTDC

COMPUTER SKILLS

- Microsoft Office – MS Excel, MS Word, Power point

EDUCATION

Bachelors in Commerce (B.COM.), Delhi University, New Delhi	Year 2000
Senior Secondary Certificate (CBSE), Suraj Bhan D.A.V. Public School, Vasant Vihar, New Delhi	Year 1995

HOBBIES and INTERESTS

I love watching and playing Cricket. Traveling and music are my favorite pastimes. I stay active throughout the day. I like watching movies especially motivating.

SUMIT PALIWAL

Date:

Place : Delhi