

RAJIV KR. SISODIA

Assistant Manager

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Date of Birth: 1993-05-25

Results-driven Assistant Manager with 11+ years of experience in transportation and logistics, seeking an Assistant Manager - Vendor Development role to optimize vendor relationships, negotiate advantageous rates, and assure timely delivery of goods within a dynamic Logistics & Transport environment. Aiming to use expertise in market analysis and route optimization to significantly improve supply chain efficiencies and contribute to the organization's profitability.

Professional Summary

- Experienced Assistant Manager with 11+ years in vendor development, FTL operations, and logistics, specializing in negotiation, cost analysis, and route optimization within the transportation sector.
- Proven ability to manage vendor relationships, negotiate favorable rates, and ensure timely delivery of goods, contributing to enhanced supply chain efficiency.
- Proficient in market research, analyzing competitor rates, and identifying optimal vehicle types for specific routes, enhancing cost-effectiveness and service quality.
- Successfully implemented sustainability initiatives by converting local and feeder routes to CNG and electric vehicles, aligning with environmental goals.
- Instrumental in route expansion projects, aligning with company objectives and optimizing transportation networks.
- Expertise in utilizing Vendor Management Systems (VMS) to streamline vendor management, track vehicle documentation in real-time, and maintain audit trails.
- Skilled in generating and providing rate quotations to new and existing customers for FTL movement, contributing to revenue growth.
- Adept at identifying new RFQs through internet research and submitting competitive rates, enhancing business development opportunities.
- Proficient in data analysis and preparing bidding trackers, improving bid accuracy and success rates.
- Hold a Bachelor's degree in Commerce and a Diploma in Computer Applications, complementing skills in logistics management and data analysis.

Career Timeline

- Jun 2014 - Oct 2025
Assistant Manager (Vendor development / FTL)
M/s Om LOGISTICS LTD. (ISO 9001: 2000 Certified company)

Work Experience

Jun 2014 - Oct 2025

Assistant Manager (Vendor development / FTL)

M/s Om LOGISTICS LTD. (ISO 9001: 2000 Certified company)(New Delhi)

Oversaw vendor development and Full Truck Load (FTL) operations, including vehicle attachment, rate negotiation, and market research. Managed vendor relationships and drove sustainability initiatives. Utilized VMS for efficient vendor management and tracked key performance indicators (KPIs).

- Managed vendor relationships and Full Truck Load (FTL) operations, integrating e-bidding processes to enhance efficiency.
- Conducted market research to analyze competitor rates, identify optimal vehicle types, and reduce transportation costs.
- Implemented sustainability initiatives focused on converting local and feeder routes to CNG and electric vehicles.
- Utilized Vendor Management Systems (VMS) to streamline vendor management and track vehicle documentation efficiently.
- Collaborated with operations to provide competitive rate quotations, supporting business development efforts.
- Facilitated the dispatch of materials, monitored transit, and generated daily vehicle placement reports for optimized coordination.

Achievements:

- Enhanced vendor management by implementing a comprehensive VMS, enabling real-time tracking of vehicle documents and performance.
- Contributed to route expansion through strategic planning and effective vendor negotiations.
- Improved cost efficiency by researching market rates and identifying optimal vehicle types, leading to reduced transportation expenses.
- Supported sustainability goals by promoting conversion to CNG and electric vehicles on local and feeder routes.

Technical Skills

Vendor Management	★ ★ ★ ★ ★
FTL Operations	★ ★ ★ ★ ★
Negotiation	★ ★ ★ ★ ★
Cost Analysis	★ ★ ★ ★ ☆
Fleet Management	★ ★ ★ ★ ☆
E-Bidding Systems	★ ★ ★ ★ ☆
Market Analysis	★ ★ ★ ★ ☆
Route Optimization	★ ★ ★ ☆ ☆
Data Analysis	★ ★ ★ ☆ ☆
VMS	★ ★ ★ ☆ ☆

Soft Skills

Communication
Problem-solving
Adaptability
Leadership
Time Management

Core Competencies

Strategic Sourcing
Vendor Relationship Management
Transportation Management
Logistics Planning
Cost Reduction Strategies
Contract Negotiation
Supply Chain Optimization

Education

10th
CBSE
2008 - 2008

12th (commerce)
CBSE
2010 - 2010

B.Com
Delhi University
2010 - 2014

Certifications

- One Year Diploma in Computer Application**

Languages

Hindi
English

Hobbies

Internet Research
Market Analysis
Data Analysis
Reading

