

Santosh Kumar Chiprait



+971-522281995

Career objective: Organized and communicative professional with 10+ years of experience seeking logistics branch manager, marketing manager project manager work with reputable company. where I can design and implement strategies that satisfy government regulations.

WORK HISTORY:

TASKYN FACILITIES MANAGEMENT SERVICES

PROJECT MANAGER [(12-2020) -(07-2023)]- UAE

- Overseeing and agreeing contracts and providers for services including security, parking, cleaning, catering, technology and so on.
- Supervising multi-disciplinary teams of staff including cleaning, maintenance, grounds, and security.
- Ensuring that basic facilities, such as water and heating, are well-maintained.
- Managing budgets and ensuring cost-effectiveness.
- Ensuring that facilities meet government regulations and environmental, health and security standards.
- Advising businesses on increasing energy efficiency and cost-effectiveness

PROGRESSIVE FANANCE BANK

Credit assistant Manager [(02-2019) – (11-2021)] Nepal

- Prospecting for new customers through existing leads and cold calling and maximizing lead generation.
- Timely execution of all sales activities – leads, campaigns, referrals & any self-generated leads.
- Tracking and reporting sales performance including pipeline, acquisition results and market conditions.
- Set appointments, listen to customer needs and sell the most appropriate product.
- Researches and understands prospects before making the call.
- Ensures all applications are fully and accurately completed and submitted properly.
- Be the interface between Amex and the customer to resolve any application processing issues.
- Drive the on-boarding of new customers and initiates spend enablement activities.
- Keep up to date on products and competition.
- Attending and participating in regular staff meetings.
- Engages in regular portfolio planning to determine areas of focus & project accurate full year forecasts.
- Attending relevant industry and partner conferences, tradeshow, and networking events.
- Ensuring all performance standards are met viz. business targets, controls, and compliance.
- Engaging with premium customers to build relationships and delivering a positive customer experience while acquiring new customers.
- Expansion of internal and external relationships, and drive sales results

AL MEERA CONSUMER GOOGS

Warehouse Manager [(05-2016) -(10-2018)] Qatar

- Strategically plan and manage logistics, warehouse, transportation, and customer services.
- Direct, optimize and coordinate full order cycle.
- Liaise and negotiate with suppliers, manufacturers, retailers, and consumers.
- Keep track of quality, quantity, stock levels, delivery times, transport costs and efficiency
- Arrange warehouse, catalog goods, plan routes and process shipments.
- Resolve any arising problems or complaints.
- Supervise, coach and train warehouse workforce.
- Meet cost, productivity, accuracy, and timeliness targets.
- Maintain metrics and analyze data to assess performance and implement improvements.
- Comply with laws, regulations, and ISO requirements.

AL MEERA CONSUMER GOOGS

FMCG In charge [(08-2014) -(04-2016)] Qatar

- Ensure all sales routes under his supervision have up to date route plans.
- Ensure all customer data integrity is continually updated and correct.
- Ensure that all routes under his supervision have the correct quantity and mix of saleable products to service their outlets daily as per the company must stock list.
- Responsible for ensuring that outlets under his supervision meet the company's 'Picture of Success' standards.
- Conduct a minimum of 2 'work within the market on route per salesmen under his supervision monthly.
- Review daily the service levels and sales volume and wastage performance by route with each salesman in his team. This should be measured against the salesman's agreed route plan.
- Responsible for the achievement of distribution targets under his area of supervision.
- Responsible for delivering monthly sales volume and wastage targets for his supervisory area.
- Responsible for ensuring the correct visibility and display of products in all outlets is as per the company agreed standards.
- Responsible to ensure that salesmen under his control reconcile their van stocks and cash deposit daily.
- Responsible for the investigation and control of non-compliance with company standards and policies.

Languages

English- Expert certified by IELTS.

Hindi- Expert

Urdu- Expert

Nepali- Expert

Arabic- Normal

Education Qualification

BBA from OPJS University

Personal Details

Name: Santosh Kumar Chiprait

T. Address: Bur Dubai

Phone: +971-522281995

Email: Chiprait@gmail.com

Date of Birth: 6th July 1995

Visa Status: Employment Visa

Visa validity: August 2024 AD

Reference

Will be provided if required for the employment services.

Declaration

I declare that the information provided herein is true to the best of my knowledge and understand that if any of the statements in this application are found to be untrue, it may affect my employment.