



DEEPESH RAJ

OPERATIONS EXECUTIVE

+971 564970417 | deepeshraj997@gmail.com | Al Nahda -1, Dubai, UAE

EDUCATION

- 2020 - 2021** PGDM IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT
 - Sunspire Institute of Management & Technology
- 2016 - 2019** B.COM IN COMPUTER APPLICATION
 - YMCA College

AREAS OF EXPERTISE

- Supply Chain & Logistics Management
- Inventory Control & Warehouse Operations
- Procurement & Vendor Management
- Transportation & Delivery Coordination
- Business Development & Sales
- Lead Generation & Client Acquisition
- Customer Service & Client Relations
- Process Improvement & Operational Efficiency
- Cross-Functional Collaboration
- Compliance & Quality Assurance
- CRM & Sales Tools Proficiency
- Strategic Planning & Execution
- Negotiation & Persuasion Skills
- Documentation & Record Keeping
- Safety & Regulatory Compliance
- Continuous Improvement & Process Optimization

PROFESSIONAL SUMMARY

Experienced professional in **logistics, supply chain management**, sales, and business development with a strong track record of driving operational efficiency and revenue growth. Skilled in end-to-end supply chain coordination, inventory control, procurement, and warehouse operations, ensuring timely and accurate deliveries while minimizing costs. Proficient in generating leads, building and maintaining client relationships, and consistently achieving sales targets through effective communication, negotiation, and customer-focused strategies. Adept at cross-functional collaboration, problem-solving, and process optimization in fast-paced, dynamic environments.

KEY SKILLS

- Team Work
- Work Ethic
- Decision-Making
- Strategic Thinking
- Critical Thinking
- Analytical Thinking
- Client Relationship Management
- Self-Discipline
- Attention to Detail
- Positive Attitude
- Multitasking

WORK EXPERIENCES

- BUSINESS DEVELOPMENT ASSOCIATE** | October 2024 – June 2025
SYNDICATE VISA SERVICES, INDIA
- BUSINESS DEVELOPMENT ASSOCIATE** | January 2024 – May 2024
POLICY BAZAAR, INDIA
- LOGISTICS & SUPPLY CHAIN EXECUTIVE** | May 2022 – June 2023
GULF WAREHOUSING COMPANY, QATAR
- SALES EXECUTIVE** | April 2021 – May 2022
MANAPPURAM HOME FINANCE, INDIA

KEY RESPONSIBILITIES AS BUSINESS DEVELOPMENT ASSOCIATE

- Identified and generated new business opportunities through research, networking, and lead generation.
- Engaged potential clients via calls, emails, or meetings to understand their needs and presented suitable solutions.
- Built and maintained strong client relationships to foster loyalty and long-term partnerships.
- Collaborated with internal teams (sales, operations, marketing) to deliver customized solutions and improve service offerings.
- Prepared and delivered persuasive sales presentations, proposals, and product demonstrations.
- Negotiated terms, closed deals, and ensured timely execution of contracts or services.

COMPUTER PROFICIENCY

MS Office	★★★★★
Basic Operations	★★★★
Internet & Email	★★★★★




LANGUAGES KNOWN

English	<div style="width: 100%;"></div> 100 %
Malayalam	<div style="width: 100%;"></div> 100 %
Hindi	<div style="width: 85%;"></div> 85 %
Tamil	<div style="width: 85%;"></div> 85 %

PERSONAL DETAILS

Gender	: Male
Date of Birth	: 08/03/1999
Nationality	: Indian
Marital Status	: Single
Visa Status	: Visit Visa
Date of Expiry	: 7/11/2025

INTERESTS

		
Songs	Travelling	Reading

REFERENCE

- Available upon request

KEY RESPONSIBILITIES AS LOGISTICS & SUPPLY CHAIN EXECUTIVE

- Managed end-to-end logistics operations, including procurement, warehousing, transportation, and delivery.
- Monitored and controlled inventory levels, anticipated shortages, and optimized stock management.
- Coordinated with suppliers, vendors, carriers, and internal departments to ensure seamless operations.
- Addressed shipping delays, delivery issues, and logistical challenges promptly to minimize disruptions.
- Maintained accurate documentation for shipments, inventory, and compliance with safety and regulatory standards.

KEY RESPONSIBILITIES AS SALES EXECUTIVE

- Generated leads, prospected, and qualified potential customers to drive business growth.
- Delivered persuasive sales presentations and product demonstrations to showcase offerings effectively.
- Negotiated terms, closed deals, and consistently achieved or exceeded sales targets.
- Built and maintained strong customer relationships to ensure long-term satisfaction and repeat business.
- Provided a customer-centric approach to address client needs and resolve issues promptly.

PROJECTS

ACCOR FIFA WORLD CUP PROJECT | QATAR | May 2022 – Jun 2023

- Managed hospitality services and event operations during the FIFA World Cup.
- Ensured seamless execution of event operations and high-quality guest experiences.

PERSONAL STRENGTHS

- **EXCELLENT COMMUNICATION:** Articulates ideas clearly, builds rapport, and maintains effective relationships with clients, colleagues, and stakeholders.
- **TEAM PLAYER:** Collaborates efficiently with cross-functional teams, fostering a cooperative and productive work environment.
- **PROBLEM-SOLVING:** Identifies challenges, evaluates alternatives, and implements effective solutions promptly.
- **LEADERSHIP POTENTIAL:** Guides and motivates teams, contributes ideas, and drives operational excellence.

DECLARATION

I hereby declare that the above-mentioned information is true and I bear the responsibility for the correctness of the above-mentioned particulars.

DEEPESH RAJ