

## SUNIL G NAIR

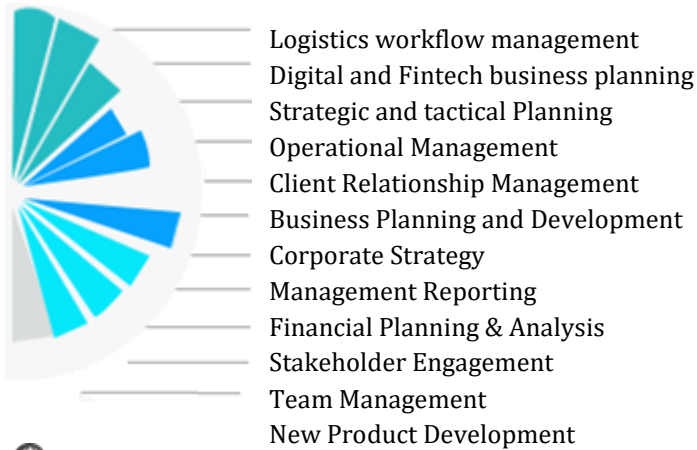
Working in same pattern is not my choice. As a person always very keen to absorb new ideas which helps set a high industrial standard. Is experienced in coordinating, managing and planning business development and mastering the skills to effective team management. It's nice to be always soft spoken and this as a tool will always make work easier.

As said in Bhagavad Gita, the tree that has most fruits will bend to the ground and without fruits the tree looks straight. So be kind, and learn something new on every day.

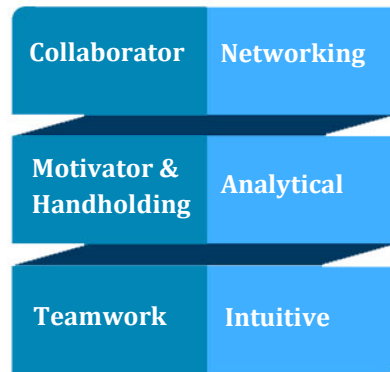
583002835

chithira.sunilnair@gmail.com

### CORE COMPETENCIES



### SOFT SKILLS



### PROFILE SUMMARY

- Dynamic and goal-oriented professional with nearly 23 years of experience having headed Logistics and fleet Management, Sales, Business Development, Operational and Group Functions with proven accountability of driving manpower performance improvement.
- Consistent success in achieving performance targets, thereby helping achievement of corporate goals.
- Adaptability in managing business operations with focus on formulating plans to foster customer relations.
- Growth oriented, focused leader with proven track record in business units and achieving companies' goals.
- Enjoys the work under all operational pressure and achieve the goal set by the company.
- Experience in working in fully computerized /digital environment.
- Enjoys handling Manpower management and has been my biggest strength and forte.
- Cultivating Customer relationship and developing to its full spectrum.
- Maintaining professional relationship with all Stakeholder's

### TECHNICAL SKILLS

MS Office (Excel, PowerPoint, Word, Outlook),

### CAREER TIMELINE



April'2005 –  
July'2008  
Branch Manager



Jul'2008 –  
Jan'2010  
Associate Partner



Feb'2010 –  
Sept'2012  
Associate Circle  
Head



Nov'2012 –  
Nov'2016  
DGM Sales



Nov'2016 –  
GM -Operations &  
Sales



## ORGANIZATIONAL EXPERIENCE

Nov'2016 : Pooram FinServ Private Ltd, Thrissur as General Manager- Operations & Sales, GMO NBFC)

- Managing and directing the Resources, Retails Loans especially gold loan revenue & O/s Business development. (Incl GL, SME, LAP, PL) and TPP.
- Managing a team size of 300+ employees & Business Consultants.
- Driving and monitoring lead generation activities of all branches.
- Tracking and review of regional manager performance on monthly BVA.
- Tracking all NPA cases of various assets.
- Auction procedure and process of GL.
- Joined as GM Sales and was entirely responsible for resource mobilization. Leapfrogged the Resources to 12x .
- Promoted to GM Operations /Sales in 2 Years period and was made responsible for entire operations. The Gold loan O/s growth was accelerated 3\* times via overall team effort.
- Successful in creating and executing new gold loan schemes through various new employee rewards and incentives programs and building new client acquisitions.



## PREVIOUS EXPERIENCE

Nov'2012 – Nov'2016: Kerala Transport Company (KTC), Calicut as DGM – Pan India 3PL logistics -Sales

- Directing business of 3PL logistics operations & Reverse logistics of 11 Zones Pan India (Ahmadabad, Delhi, Kolkata, Mumbai, Bangalore, Mysore, Hyderabad, Chennai, Coimbatore, North and South Kerala) with 316 Business units, 15 Transshipments Hubs and Agency base of 600 Pan India.
- Achieving the overall target assigned by the company for the financial year through various zones.
- Regular interaction with zone for new lead generation on weekly basis and conversion to new business.
- Regular field visit with ZM and BM for identifying new new sectors and providing proposal for new LR.
- Assigning new client target on monthly basis and personally monitoring these client by post delivery.
- Keeping personal interaction with top key business client on regular basis and sorting out issues on war footing basis if any.
- Implemented effective utilization of Courier express through all our delivery offices in Kerala.
- Identifying new warehouses through ZM for faster cross docking and exit from state borders.
- Monitoring the Multiple Warehouse of various zones through Carego, a Proprietary Warehouse management software.
- Review of Fleet management with management on monthly basis and placing new order for fleet additions.
- Negotiating Contracts and rates of SKU based consignment of Sundry parcels and Full load of various types of trucks.
- Monitoring, Co-coordinating and ensuring inbound and outgoing consignments via CRM's.
- Monitoring the warehouse on random inspection to check parcels are sorted properly and moving out to delivery location without delay .
- Monitoring top FTL contract clients like MRF, Britannia, Nestle, JK Tyers and others across Pan India based on MIS inputs.
- Monthly travel to various zones for meeting exiting clients and resolving complaints beyond TAT period and Also acquiring new clients for business development.
- Monthly review with CEO regarding business targets, and sorting out issue from theft, fire and loss perse others.
- Monthly review meeting with ZM for new business and identifying new sectors for better CFT usage of truck.
- Regular interaction with P&L dept for accessing the profitability of various sectors and revising with clients for future new contracts.
- Handled RORO Trains operations from Surat, Gujarat to Surtkal,Mangalor. Trucks via trains to reach in 3 days timelines and very cost effective.
- Monitoring the demurrages at various warehouse and delivery points and review of these extra revenue to CO.
- Random cross checks through relaying information between drivers and recipients for ETA & Potential delays.
- Enhancing the motivation level of the supporting team by frequent interaction and by sharing their concerns.
- Research ideal shipping techniques, routing and Carriers.
- Monitoring OHD carriers via GPS tracking.
- Evaluating in maximizing the KM savings by placing proper training to drivers.
- Conducted health and safety training of all staff on regular basis.

Feb'2010 – Sep'2012: HDFC Life Insurance Company Ltd, Calicut as Branch Head.

- Under the guidance the position of the branch in the market was ranked 17<sup>th</sup> from 20<sup>th</sup> in the region and by the end of FY 09-10, the branch was ranked 5<sup>th</sup> in North Kerala.
- Holds the credit of over achieving the Q1 target by 120%, the Q2 targets by 325% in the new financial year 10-11.
- In August 11 alone the branch touched all time high of FYFP Rs 68 Lacs. In the same month branch ranking PAN India was 4<sup>th</sup> and in the Calicut territory, the branch ranking was No. 2 out of 20 branches.
- Efficiently & effectively the team qualified for various foreign trips and club membership.
- Bagged the Star Performer Certificate for overall achievement in terms of FYWRP business under BL Program

Jul'2008 – Jan'2010: Max New York Life Insurance Company Ltd, Ottapalam as Associate Partner.

- Initial start-up operation of newly proposed business location.
- Reviewing all Sales Manager performance on monthly basis.
- Hand holding new sales Manager in the field by providing field training
- Working along with Training Department to unplug and improve business closing of Sales Managers

Apr'2005 - Jul'2008: ICICI Prudential Life Insurance Company Ltd, Branch Head, Quilandy



- Recruitment of IRDA Licensed Financial Advisor
- Hand Holding /Consistent Training and Development on field and class room for Financial Advisors
- Meeting Unit manager, Agency manager's & Branch Manager sales Binder target

Achievements:

- Region's top most financial advisor recruitment by recruiting 21 on a defined date
- Generated 2 MDRT in each year of career progression timeline
- Awarded striker of the month in December by logging 26 application on a specific date
- Every 9 months promoted as per company's goal timesheet

Jan'00 - Apr'05: Viswakeerthy Herbals India Pvt. Ltd. (A GMP Company) as Finance and Marketing Manager

- Responsible for obtaining the GMP License from Drugs Controller, India.
- Responsible for initial recruitment of key positions
- Looked after the entire purchases of raw materials, packing materials, Machineries and sundries
- Responsible for setting up a professional sales team for secondary market
- Responsible for appointing Distributors across districts of Kerala, Karnataka, Andhra Markets

Oct'97 - Dec'99: Pierce Leslie (Cashew and Coffee) Ltd., Calicut as Finance and Marketing Manager.

- Joined as accounts assistant
- Responsible for managing voucher and passing of Journal entries.
- Preparation of Cash Flows
- Responsible for submission of all documents related to banks.
- Handled B/L and Shipments from Ivory coast and Tanzania for raw material sourcing.

## ACADEMIC DETAILS

- 1997** Completed ICAI Article ship, from Philippos and Company, Bangalore .  
**1994** BCom from Wesley Boys College, Secunderabad AP.  
**1989** **XII** from Kendriya Vidyalaya 1STC, Jabalpur MP  
**1987** **X** from Kendriya Vidyalaya 1STC , Jabalpur MP.

## PERSONAL INFORMATION

Date of Birth: 19-August-1973  
Marriage Status: Married  
Languages Known: English, Hindi, Malayalam, Tamil, Kannada  
Address: II-1275-A, CHITHIRA, Opp. Reliance Super Market, Karaparamba, Calicut-673010  
Mob : 583002835  
Email Id : [chithira.sunilnair@gmail.com](mailto:chithira.sunilnair@gmail.com)