**GAUTHAM MANCHIKALAPUDI**

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**PROFESIONAL SUMMARY**

Results-driven professional with 15 years of experience in the supply chain and transport industry, managing a fleet of trucks and working as a contractor. Adept at business operations, contract negotiations, and customer service. Strong expertise in transport requirements analysis, logistics planning, and financial tracking. Proficient in Microsoft Office tools, including Excel for business operations and PowerPoint for client presentations. Skilled in stakeholder communication and problem-solving to optimize transport efficiency.

Skills

* Certificate In driver operations
* Heavy rigid licence (8 years)
* Excellent customer service
* Dangerous goods handling in cargo
* Good communicator
* Defensive driving
* Cargo safety and handling Efficiency

**EXPERIENCE**

**Miele(2018-present)**

 **Independent Contractor – Fleet & Business Management**.

* Managed a fleet of trucks, ensuring efficient supply chain operations and logistics planning.
* Negotiated contracts and handled business operations, financial tracking, and cost optimization.
* Conducted transport requirements analysis to enhance operational efficiency and reduce costs.
* Utilized Microsoft Excel for financial tracking and business reporting.
* Delivered PowerPoint presentations to clients and stakeholders for business proposals and service demonstrations.
* Provided customer service and client engagement, ensuring high levels of satisfaction and retention.
* Conducted product demos for appliances and provided customer support.
* Engaged in sales and customer interactions, enhancing communication and negotiation skills.

**SSS LINKS CORPORATION PTY LTD (2007 to 2018)**

As a fleet owner operator, your responsibilities encompass a wide range of tasks related to managing and operating your own fleet of vehicles. Here are the key duties and areas of responsibility:

* Vehicle Acquisition:
* Procuring and maintaining a fleet of trucks or other commercial vehicles.
* Ensuring that the vehicles are in good condition, properly registered, and compliant with safety regulations.
* Vehicle Maintenance:
* Overseeing regular maintenance, repairs, and inspections for all fleet vehicles.
* Addressing mechanical issues promptly to minimize downtime.
* Driver Management:

Hiring, training, and supervising drivers.

* Ensuring that drivers comply with safety protocols, log hours accurately, and follow company policies.
* Route Planning:

Developing efficient and cost-effective transportation routes.

Considering factors such as distance, traffic, and delivery schedules.

* Compliance:

Staying informed about industry regulations, permits, and licensing requirements.

* Ensuring that your fleet operates within legal boundaries.
* Financial Management:

Managing expenses related to fuel, maintenance, insurance, and other operational costs.

Tracking revenue, expenses, and profitability.

* Customer Service:
* Maintaining positive relationships with clients and addressing any concerns promptly.
* Ensuring timely and reliable deliveries to meet customer expectations.
* Business Development:

Identifying growth opportunities, negotiating contracts, and securing new clients.

Expanding your fleet and exploring additional revenue streams.

Remember that as a fleet owner operator, you wear multiple hats—from logistics manager to business owner. Your success depends on effective coordination, financial acumen, and a commitment to safety and customer satisfaction.

The list of the bottom companies were our clients in different time frames.

**Ontime group**

 Delivering car parts to various mechanics and panel beaters.

Responsibilities include making sure you load up your vehicle with the list and everything gets delivered as per their requirements**.**

**Mainfreight**

Maintaining multiple vehicles so was involved with in the management of supplying vehicles as per their requirement for their business.

Supplied drivers and vehicles within the requirements.

Had to submit work sheets with the help of Microsoft excel and PowerPoint demos for efficiency in supply chain and payments**.**

**ANC (Miele and Barbecues Galore)**

* Installed and set up equipment at customer premises, ensuring proper placement and functionality.
* Conducted site inspections to assess installation feasibility and address potential challenges.
* Engaged with customers to understand their specific requirements and tailor the installation process accordingly.
* Provided product demonstrations, explaining features and functionalities to enhance user understanding and satisfaction.
* Delivered post-installation support and addressed customer inquiries to ensure seamless operation.

References

On request