



RANJIT PILLAI

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LUXEMBOURG CENTRE
FOR LOGISTICS AND SUPPLY
CHAIN MANAGEMENT (LCL)



MIT GLOBAL
SCALE NETWORK

- ✓ Luxembourg 'Residence Permit'
- ✓ Gravitas & credibility in building strategic relationships with key clients & consistent focus on share of wallet
- ✓ Track record of successfully demonstrating 'tangible value' to the client in doing business with the company
- ✓ Persuasive communication skills – presenting ideas through intuitive reasoning and listening skills
- ✓ Strong negotiation tactics (with procurement, suppliers & customers) & stakeholder management
- ✓ Adept at handling Fortune 100 clients (farming and acquisition)
- ✓ Understanding of logistics operations: export-import, express cargo, city logistics, trucking, domestic courier
- ✓ Affinity with technology & systems (educational background and working knowledge)

SKILLS

- + **Languages:** English (IELTS 7.5/9), German (pursuing A1), 3 Indian languages
- + **Programming:** Python & Panda (Beginner)
- + **Utility:** MS PowerPoint & Excel (Solver, VLOOKUP)
- + **Sales:** Consultative & Value Selling (FedEx & Maersk Line trained)
- + **CRM tools:** Salesforce & Zoho
- + **Tools:** Supply Chain Design (Llamasoft certified)

EDUCATION (DUAL MASTERS)

JUNE 2020 (PURSUING)

MASTER'S IN LOGISTICS & SUPPLY CHAIN MANAGEMENT, UNIVERSITY OF LUXEMBOURG (MIT SCALE NETWORK), LUXEMBOURG

Relevant Coursework: Logistics Distribution, Procurement, Operations Strategy, Supply Chain Management, Data Analytics, Inventory Management, Project Management, Leadership Skills

Master Thesis: 'City logistics for a medieval European town'

Highlight: Independent Activity Period at [Massachusetts Institute of Technology](#), Boston

JUNE 2011

MBA (INTERNATIONAL BUSINESS), UNIVERSITY OF PUNE, INDIA

Relevant Coursework: International Logistics & SCM, International Operations, International Marketing, Finance, Organizational Behavior

Project: 'Survey on Frosted Glasses market', Asahi Glass (Mumbai), India

AUGUST 2008

BACHELOR OF SCIENCE (INFORMATION TECHNOLOGY), UNIVERSITY OF MUMBAI, INDIA

Relevant Coursework: Web Designing, ERP systems, IT Laws & Patents, DCF, C and Java

Project: 'Dummy website for educational networking' (*inspired by 'Orkut - Google'*)

EXPERIENCE (7 YEARS 8 MONTHS)

FEB 2018 TO JUN 2019 (1 YR 4 MONTHS)

KEY CLIENTS MANAGER

CATBUS INFOLABS INDIA PVT LTD, BENGALURU, INDIA

- Acted as a single point of contact for 3 major clients (2 Fortune 10 global retail giants | average yearly portfolio value of € 4.8 mn) for their intra-city logistics and last-mile delivery requirements for Mumbai, Bengaluru, Chennai, Hyderabad and Delhi metropolitan cities
- Liaising with multiple stakeholders to arrive upon critical decisions
- Helped the clients in optimizing their logistics by implementing innovative solutions such as 'Blowhorn Micro-Warehousing' and 'driver cum delivery' solutions
- **Notable results:** Increased the SOW for a specific client by approx. 70% in 2 quarters and helped the client in launching two new verticals in the city of Bengaluru and Chennai, India
Highlights: Was a part of the team that successfully launched city logistics for Ikea in India

JUL 2016 TO FEB 2018 (1 YR 7 MONTHS)

ENTERPRISE ACCOUNT MANAGER

HACKEREARTH INDIA PVT LTD, BENGALURU, INDIA

- Generated revenue through consultative selling of cloud-based innovation platform for hackathons and technical screening platform for absorbing the right talent
- Conceptualized ideas for client specific challenges through hackathons in IoT, Analytics, ML etc.
- Contract negotiation and pricing strategy in accordance with quarterly & yearly sales targets
- **Notable result:** Individually contributed approx. 27% of enterprise sales revenue (South India)
Highlights: Acquired Fortune 25 clients from FMCG, Consumer Retailer & Electronics sector

AUG 2011 TO JUN 2016 (4 YRS 9 MONTHS)

TERRITORY SALES - SUMMARY OF EXPERIENCE

MUMBAI AND BENGALURU, INDIA

- Worked within a set geographical area and made daily sales calls to acquire new clients
- Generated revenue for the assigned territory by selling products such as domestic express logistics, international logistics, technology platforms and luxury events
- Liaised with customers & functional teams from India, South America, Far East and West Africa
- Notable organizations worked with **Maersk Line (2013 – 2015), FedEx (2012-2013), Blue Dart Express-DHL (2011-2012)**
Highlights:
 - MD's honor club award - 3 times at Blue Dart
 - Golden Attitude award at FedEx for Consultative Selling Skills Training

PERSONALITY TRAITS

- ⌘ **Myer's Briggs Profile Type:** [ENTP](#) (Extraverted, Intuitive, Thinking & Prospective)
- ⌘ **Gallup Clifton Strengths:** [Strategic Thinking](#) (Futuristic, Ideation & Strategy) and [Influencing](#) (Competition & Significance)

INTERESTS

- ⌘ Music (Indian Carnatic Classical)
- ⌘ Stock picking (equity investments)
- ⌘ Reading (current book: Thinking Fast & Slow by Daniel Kahneman)