

Parasaran Machavaram

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Procurement | Vendor Management | Warehouse Operations | Supply Management | Delivery Operations First Mile and Last Mile.

A technical graduate having an experience in marketing and business Operations with exposure of handling teams and multiple geographic markets.

A passionate professional with an ability to learn things, and willingness to go extra mile to achieve business objectives. A digital marketing enthusiast with knowledge in E-commerce operations. MBA (cr) with a specialization on Marketing and Operations management.

Work Experience

Supr Daily (Supr Infotech Solutions Pvt Ltd)

Feb 2019 - Present

Senior Team lead - Procurement - Warehouse Operations

- From the inception of the company /A very second employee of the organization for Supr Grocery (Hyd), given with responsibilities to handle business operations.
- Successfully on boarded 50+ vendors which include Grocery's /Daily Essentials/ F and v in the initial ramp up stage.
- Working on cost prices from the vendor quotations and maintaining as per company slabs.
- New Vendor Development, Price Negotiation with the Clients, PO releasing, Material Delivery and Payment etc.
- Releasing Purchase Orders as per requirement to the vendors, regular follow-ups with the internal team.
- Effective & real time city level coordination with central team on closing the transaction.
- **Liquidation** of Stock to avoid wastage's by on-boarding local vendors for different categories.
- Initiated with creating zones (Resale/wastage) by segregating the stock in the warehouse and maintaining the data on real time.
- Leading a large size team / setting rosters & people management.
- Optimizing the operational cost by cross skill the **FTE** in all functionality.
- Supported the management in finding the RCA for operational errors/Daily reports.
- Identified the ideal hours, and utilized the man power.
- Full-filled all the SLA's during Covid-19 Period.
- Interdepartmental Coordination with central and finance teams.
- Hands on experience from first mile to last mile operations and handling a team.
- Maintaining Fulfillment ratios (PO Vs GRN Vs PI) with cost effective and proper quality checks.
- Timely monitoring and maintaining report updates on regular basis.
- Maintained accurate data with a responsibility, which made me as a best Team leader.
- Regular briefings and OJT / KT to newly joined TI's / ATL's.
- Leading the team-ensure the KRAs of the team members are met and assist/ train them in achieving the same.

Senior Team lead - Last mile - Area operations

- Very initial stage of an organization – I've been given with an opportunity to handle Area operations.
- Effectively given contribution being in to last mile operations.
- Responsible for raising PO's for milk operations, By considering few prediction Analytic's.
- Maintaining 100+ Delivery Executives / Sorters / Supervisors to ensure smooth operations in given region.
- Monitoring real time delivery status and making an order to get delivered to the customer's ontime.
- Ensured, orders to get delivered to the customers with a proper way without any product/handling damages. With < 1.22 % complaint ratio.
- Planning and conducting Hub visits to ensure the operational process as per SOP.
- Conducted Cross functional audits at regular intervals all over the city hubs.
- Documented/ Presented Audit reports/feedback with City Business Head.
- Recruiting of Delivery executives/sorters/supervisors, as per allotted area within the region with a proper training as per company requirement.

Olx India pvt ltd – Hyderabad
(Pre-owned car vertical)

May 2018 - Feb 2019

Procurement:

- I have been given with a responsibility handling a team of Procurement Associate's and Inspection Engineer's.
- Pushing of vehicles to the Auction panel After a proper evaluation by Inspection Engineers and Prices been negotiated with the clients as per company slabs.
- Taking care of converting leads, from the stage of Appointment to procurement.
- Maintaining proper relationships with clients.
- Managing team with day to day activities to achieve team target.
- Coordinating with finance and sales team for day to day operations.

Delivery Associate:

- Worked as an associate and given with responsibility to deliver the vehicles from the stage of procurement to our channel partners.
- Making sure of Bid amount transferred to the company from the channel partners before handover of the vehicles.
- Maintaining of Vehicles as per inspection/evaluation report with time to time checking.
- Maintained inventory data, Dealer relationship, planned day to day activities to clear the stock on time.
- Coordinating with sales team for date to day operations.

Cars24 services pvt ltd – Hyderabad

August 2017 – May 2018

Sr.Retail Associate

Summary:

- As a Sr.Retail Associate I've been responsible for handling branch operations and clients.
- Negotiating prices and closing the deals with clients
- Coordinating with finance and sales team for day to day Operations.
- Played a consistent role in terms of reaching monthly targets.
- Handling logistics and operation departments for time to time stock-in of vehicles.
- Communicating in terms of target, achievements with TM & City head to run the operations smoothly.

Achievements:

- Inspected 700+ vehicles by coordinating with evaluation engineers maintained without miss- inspections.
- Bought 210+ vehicles to the company by maintaining proper margin slabs.
- Brought the center from 20 + target procurement level to 60 + vehicle per month in a span of 8 months.
- Given a tough competition by proving in terms of reaching targets with other centers in the city.
- Trained new joiner's, explaining them about the work process for to maintain proper hassle free transactions.

Splenta Systems pvt ltd - Bangalore

August 2016 – August 2017

Asst. Marketing Manager

Summary:

- Wholcom Trading a start-up company operated by splenta systems pvt ltd. As a marketing employee of the company I've been responsible person to handle the commodity (staples) suppliers for south region, i.e., Bangalore /Hyderabad.

Responsibilities:

- Signing up and on-boarding of suppliers and negotiating margins as per company norms. Managing key accounts and driving a team of BDEs to ensure hassle free service.
- Running various online and offline marketing campaigns which helps to build and increase order values. Negotiating and launching of exclusive offers and deals with the suppliers.
- Coordinating with 3PL (Third party logistics) for ensuring smooth operations.
- Attending meet-ups with the incubators, employee's and co-founders of various start-up companies to share the ideas and to discuss in depth about the work process.

INTERNSHIP:

Successfully completed 3 months summer intern program from **IIT-Roorkee**, based on Solidworks and ANSYS. from the department of **Mechanical and Industrial Engineering**
- Successfully completed a 6 months Marketing Internship from Droom.in (Automobile car vertical).

PERSONAL DETAILS:

Name : Parasaran Machavaram

DOB : 27 SEP 1993

Marital Status : Married

Address : Hyderabad, Telangana State - 500070

Declaration

I here to declare that the above mentioned details are true and up to my knowledge

Place: Hyderabad

[Parasaran Machavaram]

