**Ajith Kumar**

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**Professional Summary**

Seasoned operations and business management professional with over 10 years of experience in supply chain, retail operations, and team leadership. Skilled at streamlining processes, negotiating vendor contracts, and driving measurable efficiency improvements. Recognized for building high-performing teams, reducing costs, and ensuring compliance with industry regulations.

**Key Skills**

* Operations & Process Management
* Team Leadership & Mentorship
* Vendor & Client Relationship Management
* Cost Optimization & Budget Control
* Inventory & Supply Chain Management
* Strategic Planning & Execution
* Regulatory Compliance & Audit Handling

**Professional Experience**

**BigMart Retail Pvt. Ltd. – Chennai**  
*Senior Operations Manager* | *Jan 2018 – Present*

* Oversaw daily operations across 15 retail outlets, managing a team of 120+ employees.
* Implemented a centralized inventory tracking system, reducing stockouts by 30%.
* Negotiated vendor contracts worth ₹5 Cr annually, achieving 12% cost savings.
* Conducted training programs for store managers, improving staff retention by 20%.

**Metro Logistics Ltd. – Bengaluru**  
*Operations Supervisor* | *Apr 2013 – Dec 2017*

* Supervised logistics and warehouse operations handling 2,000+ shipments monthly.
* Reduced delivery delays by 25% by introducing real-time tracking.
* Collaborated with cross-functional teams to ensure 98% on-time delivery compliance.
* Awarded “Best Supervisor – 2016” for operational excellence.

**FreshFoods Distributors – Chennai**  
*Assistant Manager – Supply Chain* | *Jun 2010 – Mar 2013*

* Monitored end-to-end supply chain operations for FMCG products.
* Improved warehouse layout design, cutting retrieval times by 15%.
* Assisted senior management in forecasting demand, reducing wastage by 10%.

**Education**

**MBA – Operations & Supply Chain Management**  
Anna University, Chennai – 2010

**B.Com – Commerce**  
Loyola College, Chennai – 2008

**Achievements**

* “Employee of the Year – 2021” at BigMart Retail.
* Reduced annual operating costs by ₹1.2 Cr through process optimization.
* Led a cross-functional project team that successfully launched 3 new outlets in under 6 months.

**Additional Information**

* Languages: English, Tamil, Hindi
* Volunteering: Conducted financial literacy workshops for rural communities