**VINEET VIVEK SHARMA**

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### Objective:

Ambition to work in an organization where the best use of my talent, knowledge, dedication, hard work & sincerity can be made.

**Professional Synopsis**

* Rich and insightful experience of approx 07 years in PPC, Supply Chain & Logistics Management/ commercial/ Documentation and Dispatch Operations.
* **Currently associated with Continental Automotive Component (I) Pvt. Ltd., Gurgaon**
* Expertise in managing the O.E business operations, International Marketing, After Market Business, capturing new business, Creating Dealer network and stockiest and ensuring total customer satisfaction
* Handled key OE clients across Maruti Suzuki India Ltd., Tata Motors Ltd., Mahindra & Mahindra, Hero MOTO Corp, Ford India Ltd., Ashok Leyland, International Cars & Motors Ltd. Etc.
* Proficient in market plan execution, pre-sales efforts with dexterity in competitor & market analysis.
* Well versed with Engg. Specifications/standards and Customer specific requirements, Engg Change Impact Analysis.
* An effective team member with strong troubleshooting and problem solving skills.
* Proficient in supervising & controlling overall logistics processes & services at Plant, Production Planning, FG Trading Warehouse, Customers end & providing valuable suggestions for efficiency enhancement.
* Excellent interpersonal, analytical & negotiation skills with proven track record of spearheading numerous cost innovation projects during the career span.
* Significant experience to handle the new projects w.r.t logistics related points.

**Organizational Overview**

**1. Feb’ 2011 onward M/S Continental Automotive India Pvt Ltd- India (Dy. Manager)**

***Customer Logistics***

* Business Development & Customer, Product Strategy Planning
* Maintain and expand existing relationships, lead & execute bidding process
* Prospect & qualify new customers, initiating and establishing new relationships.
* Facilitate communication between cross-disciplinary teams.
* Tracking of material by getting the POD from the forwarder & Download the GRN from customer extranet.
* Export the shipment as per requirement coming through the EDI.
* Coordinating NPD activity with the International and domestic client.

***Demand Planning***

* Maintaining Demand Forecast and Supply Plans for effective Supply Chain Management; ensuring that product demand forecast & supply are accurate.
* Follow up with counter parts for dispatch of parts as per the order placed.
* Tracking and maintaining inventory levels in the FG for all parts required in the plant.
* Managing the inventory levels for ensuring availability of material to meet production targets.

***Production Planning & Control***

* Managing overall operations with a view to ensure timely accomplishment of production targets within the time and cost parameters by using the **one SCMA (P3).**
* Coordinating overall procurement activities, implementing effective techniques to bring efficiency in operations, improve quality standards & achieve maximum cost savings.
* Planning & implementing maintenance schedules and carrying out periodic checks to ensure performance of various equipment and maintaining requisite documents for the same

***Operations Management***

* Monitoring the overall functioning of processes, identifying improvement areas and implementing adequate measures to maximize customer satisfaction level.
* Assessing the customer feedback, evaluating areas of improvements & providing critical feedback to the associates on improvements and achieving higher customer satisfaction matrices.

***Team Management***

* Recruiting, leading, training and monitoring performance of the team members for maintaining excellence in the service operations.
* Evaluating effectiveness of training & development programs; formulating or reviewing training strategy and determining appropriate instructional methodologies and formats.

Creating and fostering a healthy environment which facilitates high performance of team members and accomplishments of organizational goals.

**2. March 2007-Feb 2011 Motherson Sumi System Limited *( Engineer )***

* Receiving orders from Customer through **E-mail, Customer extranet & via EDI**  & upload in **SAP** .
* Preparing the production plan for the month by the taking the inputs from related deptt.
* Ensure Customer satisfaction by maintaining quality, delivery targets and providing service supports.
* Daily monitoring of Plan Vs Actual production with analysis.
* Coordinating with NPL,PI and Quality for all line trails.
* Finalization of customer schedule with the acceptance of all concern deptt. & BU on monthly basis .
* Weekly discussion on the customer schedule status with internal deptt. As well as Sales & BU.
* Significant experience for calculating monthly load, as per the line capacity.
* Significant experience for Coordinating **ECN** meetings.
* Regular coordination with RM store, dispatch, purchase & VDP.
* Responsible for maintaining the Minimum inventory level in FG as per norms decided by BU.
* To manage production on shop floor control work order (SFCP), analyze material shortages using ERP system
* Preparing Productivity status report (MIS) .

# Professional Education:

* B.Tech. (Mechanical) from Greater Noida institute of Engineering and tech., Greater Noida (U.P.Technical University, Luck now), in 2006.

**Job Skills**

**IT Skills:**

* Online SAP (SD, MM) & TAS Work Experience
* One SCAM (P3) Key User.
* Working Experience on MS Office, Windows, Lotus Notes and MS Outlook

**Non Technical Skills:**

* Very good learner and planner
* Committed team player with flexible approach to work and take initiative whenever required.
* Matured enough to handle sensitive information in a professional way.
* Very good Negotiation skill
* Can work in flexible hours
* Leader ship Skill
* Self motivated & goal oriented

**Chief Accomplishments**

* Successfully completed Inventory Audit carried out By KPMG with Zero discrepancy & systematic presentation.
* 100% Customer schedule fulfillment by using proper daily schedule adherence tracker.
* Proper system for Timely intimation & return of supplier rejections.
* Successfully ran the quality circle named “AGNI “as facilitator.
* Increase VA+/VE- activities & C2A2C activities save 40,000/Rs per year.

# Workshops Attended:

●Training attended on Implementation of Kaizen.

●Training attended on quality circle.

●Training attended on business presentation skill.

●Training attended on time management system..

●Training attended on kanban and inventory control.

●Training attended on Adv.PPT.

●Summer training in “N.T.P.C.” DADRI (B.M.D.) section for six week

###### Personal Profile

Father’s Name : Shri R.B. Sharma

Date of Birth : 02nd Oct. 1984

Marital Status : Unmarried

Nationality : Indian

## Religion : Hindu

Languages Known : Hindi & English

###### Declaration:

I hereby declare that all the above information mentioned is true to the best of my knowledge and belief.

**Date:**

**Place: (VINEET VIVEK SHARMA)**