

RESUME

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OBJECTIVES

- To associate with a growth-oriented enterprise, contemplate sustained individual growth through hard work and self-improvement, in any demanding work/working conditions
- To be a treasure for my prospective employer in terms of providing various ideas and solutions this could keep the products always on forefront.

TOTAL WORK EXPERIENCE: 18 + years of experience in Logistics, Distribution, Sales, Business Development Accounting, Asset Management, Marketing, planning, Operation, Product and Fleet Safety, managing movement of goods in supply chains. Adept in evaluating business-objectives to chart out best course of action. Strategic and organized with advanced skills in package and bulk industrial gas industries.

- **Organization; Rawabi Integrated Gas: (Saudi Arabia).**

- From May -2024 to April 2025.
- **Designation – Logistics and warehouse Manager.**

- **Organization: Raigad Gas Group:**

- From May 2022 to Feb 2023.
- **Designation: Business Development and Logistics Manager - Sales, Distribution, Operation, Production & Fleet Management.**

- **Origination: M/S.Novaair Technologies Pvt Ltd:**

- From Oct – 2021 to April – 2022.
- **Designation: Logistics and Distribution Head – Sales and Operation Management.**

- **Origination: Qatar Oxygen. (Qatar) :**

- From Nov- 2018 to June – 2021.
- **Designation – Senior Officer - Logistics and Distribution Head – Sales and Operation Management.**

- **Origination: Praxair India Pvt Ltd:**

- From April -2007 to Oct- 2018.
- **Designation – Senior Officer –Distribution – Logistics, Sales and Asset Management,**

Skills:

- Logistics (1PL, 2PL ,3PL) & Warehouse Management.
- Business Development, Marketing, Sales and revenue generation, Customer Relationship.
- Operation and Production Management.
- Supply Chain Management /Distribution of finish product. Fleet/Transport management. Manpower management and Training.
- Asset Management. Operation and Production Management.
- Ware-house Management. Ensuring Zero accident / incident and Zero Stock out.
- Work within Budget (VCD & PCD) and Fleet Management and Safety.
- Product and Manpower Safety.
- Asset and Customer Account reconciliation.

Job Responsibilities:

➤ **Logistics (1PL, 2PL & 3 PL) – Distribution and Warehouse Management:**

- Responsible for distribution and fleet Management. Experienced in managing 76 + company owned fleets and contracted. Involved in the end-to-end process of logistics and dispatches. Managing the trucks and tankers for smooth deliveries. Ensuring Zero stock out. Responsible for pay load utilization of vehicle, Safest route survey route for on time /safe supplies with minimum vehicle running cost.
- Responsible for smooth functioning of Distribution of product and proper order flow as per schedule/ Responsible for ON-TIME supplies and customer meets. Ensuring On time supply to customers and zero stock out or customer complaint for delay in supply due to vehicle unavailability or manpower issue.
- Responsible for PCD & VCD. Work with in limited budget and target.
- Ensuring that fleet operators are not crossing their speed limits, driving as per safety norms and unauthorized stop. LMS (logistics Management System) reports and online data records.
- Responsible for the entire logistics operation, which includes fleet management as well as driver and manpower management. (1PL ,2PL & 3PL).
- Warehouse management, Loading, Unloading, Packing and Secuting the consignment.
- Focus -on overseeing the end-to-end logistics and dispatch processes. We manage the entire

distribution team with a commitment to achieving zero stock outs and zero accidents.

- Actively engaged in cost-saving projects that enhance our distribution, logistics, and operational efficiency.
- Work Within budget and responsible for operational costing and saving projects. COST /km and cost / product.
- Fleet and product safety. Generate new SOP and safety norms. Ensure Zero accident and incident.
- Ensuring that all vehicles are going through on time preventive/ periodic maintenance and minimizing break down maintenance. Responsible for all variables cost and fix cost.
- Record maintaining of vehicle maintenance, fuel consumption and manpower costing. Timely restructuring contact agreement and responsible to work within budget.
- Ensuring that fleet operators are not crossing their speed limits, driving as per safety norms and unauthorized stop. LMS / (logistics Management System), GPS reports.
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➤ **Warehouse Manager Responsibilities:**

- responsible for managing inventory levels at the optimum level, ensuring stock counts are accurate, and planning efficient storage solutions to accommodate space utilization.
- **Logistics Coordination:** Ensuring seamless operations within receiving, picking, packing, and shipping that will ensure the speedy movement of goods and shorter delay times.
- **Team Leadership:** Leading hiring, training, and managing staff in the warehouse, delegating duties, and creating a culture of teamwork and accountability.
- The main duty here is to monitor safety compliance with the regulations, as well as the creation and implementation of protocols for managing hazardous materials and tool maintenance.
- **Technology Integration:** Integrating advanced operating systems like barcode scanning, and automation devices to gain an overview of processes, track inventory, and accelerate productivity.
- **Customer Service:** Collaborating with customer service teams to ensure correct and quick delivery of all ordered products, addressing queries and handling problems, and ensuring suitable customer satisfaction.
- **Performance Monitoring:** Analyzing key performance indicators (KPIs), such as order fulfilment rates and inventory turnover, to identify areas for improvement and drive operational excellence.

➤ **Sales & Business Development:**

- Responsible for business development in liquid sales, cylinders, and tank sales. Researching new business, identifying new clients, and developing and promoting strong customer relationships and understanding customer needs.
- Managing Sales of Approx. 270 Mt per month in Liquid and Package gases
- Managing On-going customers for their daily requirements and approaching new sales. Estimate, quote, and negotiate sales. Up-dating sales targets to the sales team and achieving the targets, executing a plan to increase sales of alive customers and customer's in the pipeline.
- Successfully Maintaining monopoly -alone supplier at almost 60% of customers. Understanding customer needs as per their operation and promoting new product and service.
- Market recharge and anticipation of new business opportunities Execution of sales

plans, achievement of sales KPIs, and generation of current sales and revenue reports.

- Tanks and equipment installation at the customer site. Customer sales agreement, credit period and Asset agreements.
- Updating sales targets to the sales team and achieving the sales targets executing a plan to increase sales to live customers and new customers in the pipeline
- Monthly meeting with sales, Operation and Distribution team to meet sales target, achieving variable cost and fix cost of operation and Distribution.
- Ensuring Zero Complaint from customers with respect to delay in sales, service and product Quality. Monthly meeting with sales team and customers to review sales growth.
- Responsible for achieving maximum profit margin, Sales volume and AR. Managing customer payment account and on time recovery of payment with in credit period.
- Timely review of each customer's asset allocation / cylinder turns over or consumption pattern to understand the business pattern and take appropriate action.
- Responsible for credit lock and asset lock.

➤ **Operations:**

- Responsible for smooth operation of cylinder filling. Ensuring safe filling of product with proper SOP to achieve safe and quality products. Reviewing / generating new SOP of product filling and product handling as per change in operation mode. Responsible for day-to-day production, availability of liquid for pumping and cost effeteness to achieve targeted sales margin.
- Ensuring minimum filling losses and transit losses. Ensuring supervisor are conducting on-time daily check list of equipment and following safe cylinder and liquid filling procedure. Ensuring all SRV and pipe lines are maintenance as per standards.
- Controlling production losses and work within budget. Ensuring all fillers undergoes refresh training program. Ensuring to run filling plant with maximum load/ filling capacity.
- Monthly safety meeting with fleet operators and operation team. Ensuring on time renewal of tank operation licenses. Customer Site tank installation. Extraction and commissioning. Customer site inspection and meeting new enquiries about products and customers

➤ **Asset Management:**

- Managing company assets; allocation of assets; and recovery of assets. Ensuring zero loss of Asset. With Minimum assets maximum business policy.
- Ensuring On-time asset reconciliation from each and every customer. Timely collection of assets from dead customers.
- Ensuring maximum rotation of cylinders and small tanks to achieve 100% asset utilization. 100% asset agreement with customers and timely renewing the same. Check on book's records and physical balance of assets.
- Responsible for 100% even exchange and ensuring that there are no any extra or dead assets accumulated at customer end. Ensuring availability of cylinders and tanks for refilling.
- On time repair and maintenance of Cylinders and tanks.

➤ **Safety and Manpower Training.**

- Ensuring product handling and transportation safety of all hazardous and nonhazardous products as per Gas rules and Local government norms.
- Ensuring Zero tolerance in non-follow-up of SOP and norms in operations and product transportation.
- Eyes On check list and hazard identification survey at working site and Customer site. Mitigation of hazards to ensure safe work place.
- Ensuring safe work culture and maintaining SHE plan.
- Monthly review of safety meeting with operation, Logistics, Distribution and sales team.
- Maintaining policy of PPE, Working hrs policy and healthy work culture.
- Ensuring daily check list of machines, tools and fleets are maintained.
- Selection of drivers, loaders, and helpers in accordance with established_standards. Conducting safety training and maintaining training and medical records in accordance with HSE/OSH standards. Payroll processing and maintaining working hours.
- Product safety and achieving zero accidents and incidents.

Achievements:

❖ Rawabi integrated Gases: (Saudi Arabia)

- Successfully established a new Logistics team. (1PL & 2PL)
- Implemented new SOP & safe transportation as per company rule and local government norms.
- Alone Management for cylinders Gas transportation and warehouse management.
- Zero Accident and incident.

❖ Raigad Gas Group: (India)

- Successfully achieved zero zero results in accident/incident and zero stock.
- Increased profit margin up to 10 % in one year.
- Increased Sales volume by 15 % in one year.
- 90% Asset confirmation and recovery of dead assets.
- Cylinder Ratio increased from 1:1 to 1:3. 100% customer satisfaction.
- Developed New SOP and training program resulting to run plant with zero accident and incident.

❖ Nova Air India Pvt Ltd: (India)

- Successfully established a new Distribution and Fleet Management Set up for ASU.
- Generated new SOP for distribution and fleet management within a fixed time frame.
- Conducted route Survey for approx. 700 km and route risk assessment.
- Successfully installation of new tanks at customer site.
- Rewarded for on time Delivery and Asset planning's.

❖ Qatar Oxygen: (Qatar)

- Successfully conducted 100% Asset reconciliation and asset agreement of all liquid and cylinder customers.
- Implementation of new SOP in Distribution and fleet management.
- Reduction in distribution costing by 15 %.
- On-time and costing saving vehicle maintenance.

❖ Praxair India Pvt Ltd:

- Rewarded as best employee of year for consequently 2 years.
- Appreciation letter for best supporting employee for other location.
- Appreciation letter for Community engage program.
- Successfully implementation of vertical transportation project and implementation of saving projects in transit loss and diesel consumption.
- Appreciation letter from leading top most customers for on time and safe product deliveries.
- Successfully completed 11 years of service with zero accident and zero stock out.

ACADEMICS:

Professional Qualification:

Chemical Engg.3 years Diploma from Mumbai Board after HSC.

Additional Courses:

- a) Completed course on paint technology.
- b) Plant Safety. BSI Integrated Management System.
- c) Internal Management SYSTEM (Internal Auditor Course).

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