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Highly accomplished, results-driven top-notch leader with more than 20 years of progressive experience in handling warehouse, Logistic, projects, Accountancy, Manpower Management, Training and Development, with operational excellence in global organizations in diverse industries. Presently working with Art Nirman Ltd. -Sales Head & looking sales of residence & commercial property in Ahmadabad – Gujrat. Before Art Nirman Ltd, worked with Ark supply chain solution Pvt. Ltd. for west Sr.Region operation Manager of 4 location & more than 5 customers & responsible for warehousing /Distribution/Operation Management/Customer Relationship with Administration. Before Ark, worked with Kohler India Pvt. Ltd. as Asst. Manager – Demonstrated excellence in driving strategic vision as executive team member and collaborator; produced strategies. To improve client service levels, maximize capital expense ROI and control costs. Key Driver of Change Management Processes that were successfully implemented for reasons as diverse as streamlining operations, building employee morale, controlling attrition and building teams. Deft in turning around underperforming business and enhancing the value of operating business units through process improvements focused on best practice identification, technical solutions and implementation. Fast-tracked through roles demanding technical and management capabilities; valued contributor to key strategic improvements and highly successful new set ups. The stints across diverse geographies and diverse business environments have honed abilities in identifying potential improvement opportunities and deconstructing complex situations.

MANAGAEMENT OUTLINE

Effective and accountable in high-profile executive roles: Overcome complex business challenges and make high-stakes decisions using experience-backed judgment, strong work ethic and irreproachable integrity

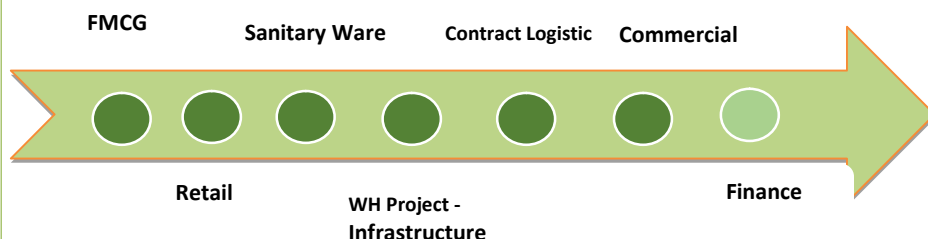
Corporate strategy & development specialist: Characterized as a visionary, strategist & tactician. Consistent record of delivering results in growth, revenue, operational performance, and profitability

Respect and leverage human capital: Motivating, mentoring and leading talented professionals. Living the culture and leading by example

Strong orientations in operations: Participating in high level operational initiatives, including process reengineering & improvements, turnaround management, and reorganization

- Material Management
- Vendor Management
- Logistic & Freight Management
- Warehouse Management
- Procurement & Negotiation
- Global Operational Effectiveness
- Team Management/Trainings
- Policy Formulation
- Start-up / Turnaround Management
- Competitive Analysis
- Process Improvement
- Demand Forecasting
- Service Delivery
- Program Management
- Process Reengineering / Excellence
- Financial Control & Leadership
- Change Management

Industry Knowledge:



CAREER CONTOUR

Since March-2021 to till Date: Art Nirman Ltd.

Currently working with Art Nirman Ltd as a Sale – Head, Looking sales for all residential & commercial Property projects in Ahmadabad. More than ongoing 7 projects & upcoming 2 new commercial projects in hands.

- Manage customer expectations with the existing resource base to ensure customer confidence despite instances of none or error prone delivery to resource capacity constraints both in terms of people as well as system.
- Increasing customer volumes/revenues in a fiercely competitive and dynamic environment; developing personal rapport with
- customers; as a result, become the first point of escalation on any issue
- Knowledge depth within the cash and trade organization, for value-adding beyond one's normal scope of activities on an ongoing basis
- Promote team involvement in Process and Change Management within the myriad of existing regulatory constraints
- Core Cash Management
- Partnering with Banking teams in the region to leverage on the Bankers' portfolio and support them in identifying trade opportunities across their clients
- Experience in Digital Marketing, Media and Sales
- Ensure compliance and consistency with the bank's policies and local regulatory guidelines
- Ongoing Client Engagement through regular client visits and calls
- Develop strategic sales plans with the available market data, competitors' analysis and identify new potential project opportunities
- Combined experience in sales, marketing and business development

Since Jan-2017 to Nov-2020: Ark supply chain solution Pvt. Ltd.

Previously with Ark supply chain solution Pvt. Ltd as a Sr. Operation Manager for west Region. Looking Operation in Maharashtra / Gujarat / Rajasthan. More than 12customers like Asian Paints , Exide , Amron Bettery , Everest Masala , UN Biscuits, Kapiva, Harish , JK Peppers etc& responsible for warehousing /Distribution/Operation Management/Customer Relationship with Administration.

- Leading operation with 400 plus staff at different location for different customers.
- Last mile delivery. Distribution network planning. Implementing and managing B2B business logistic operations.
- Sourcing, Vendor management, Commercial Negotiation and rate finalization of vendor.
- Signing of legal contact /Agreements of rental & transportation.
- Cost Budgeting, Control on P & L.
- 100% physical stock take & cycle count on periodic basis.
- Reconciliation of inventory variances with operation.
- Recruiting & training manpower to handle Operation.
- Developing SOP's for operation Team.
- Handling stock transfer, Tax invoices, urgent inter branch stock transfers.
- Negotiation of distribution rate with transporters & couriers on regular basis.
- Accounting for procuring quality goods in appropriate quantities.

Since July-2011 to Sep-2016: Kohler India co-op Pvt Ltd.

Growth Path:

- ↗ July'11-Aug'13 Senior Executive Logistics-Supply Chain– Operation
- ↗ Sep'13-Nov'15 AM -Warehouse Operations Manager – Pan India
- ↗ Mar'15-Sep'16 AM -Warehouse & Logistic Manager – Pan India Warehouse operation compliance & Project

Assistant Manager – Logistic

Spereared efforts with **Kohler India Pvt. Ltd** as the **Assistant Manager Logistics** in supply chain department at HO Gurgaon.

Key Responsibility:

- Managing Warehouse Operation function for PAN India.
- Quality Endurance at all Warehouses.
- Budget Tracking & control.
- Upkeep of legal Agreements.
- Implementation WHS at all Warehouses & New warehouse setup with all new infrastructure like HDR & warehouse design.
- Legal compliances inc wages.
- Best practices roll out.
- Managing Warehouse Cost for all India.
- Keep auditing W/H processes for sustaining Inventory Record Accuracy at 96-98% level
- Commercially control monthly logistics cost to keep under budgeted percentage to sales.
- Identification and setting up new regional warehouses
- Liaison with SOP to implement good warehousing practices

Senior Executive Logistics-Supply Chain Department- Mumbai (July- 2011 to Aug 2013)

Key Responsibility:

Managing Warehousing function centrally for all India dealer network.

- Liaison with SOP to implement good warehousing practices
- Centrally supervising warehouse transactions with total warehousing space of 2, 00,000 sq. ft. Making sure all SOP and TAT is maintained every time.
- Tracking operational performance, close coordination with order fulfilment team and warehouse team in order to deliver all orders under TAT, W/H to maintain 98% deliveries under TAT
- Auditing monthly logistics expenditure from W/Hs for all transporters for all zones. Monitoring per CBM cost in every mode of freight making sure expenditure is below 3% of total sales.
- Maintaining physical vs book stock accuracy to 98% and above in every quarterly inventory audit.
- Taking corrective measures for inventory management in category where IRA drops below the budgeted value.
- Keeping transit and handling damages under control, debiting transporters as per contractual term for transit damages or claiming through insurance companies.
- Analyzing SAP stock transaction reports on weekly basis for any discrepancy of stock movement.
- Keeping close watch on 3PL service provider's expenses and maintaining warehousing cost well under 4% to total sales. If exceeds then cross verify the reasons for the same.

PAST EMPLOYMENTS

- May'11-july'11: Spencer's retail LTD., Mumbai as Assistant Manager Operations
- July'10-May'11: Zapak Digital Entertainment LTD. Mumbai Manager-Warehouse (Import)
- NOV 2009 TO JUNE-2010: ORIGIN LOGISTIC PVT. LTD., Mumbai as Asst Manager – Warehouse
- Feb 2007 to Aug2009 :SPENCER'S RETAIL LTD- JAIPUR -RAJASTHAN India as Assistant warehouse Manager
- Nov 2005 to Jan 2007: NAT RAJ PVT LTD – MUMBAI –AS LOGISTIC MANAGER

Commenced career with Reliance Infocom -Metro & Meghdoot C & F as operation Manager from feb'97-oct 2005& was handled like Cadbury India/Frito lay India / Exide / Marico /Crystal /Adidas for west region.

EDUCATION & CREDENTIALS

↳ **B.Com.** from University of Mumbai in 1999

TRAININGS ATTENDED

- ↳ In-house Training on PERI and Implementation. In-house Training for Train the Trainer.
- ↳ Outbound Training on Leadership & Team Work.

IT Skills: ERP- ORACLE Order Management - Inventory Module, Windows, MS OFFIC, SAP-Module of Supply Chain, SAP – Warehouse inventory management. Project Systems, FoxPro, UNIX, Oracle, MS Office and Internet Applications.

- Date of Birth: 28th June1976
- Currently Based Location: Gandhinagar, Gujarat -382007
- Languages Known: English/Hindi/Gujrati/Marathi