**Gaurav Saini** +91-9872043979 -[gauravsaini150974@gmail.com](mailto:gauravsaini150974@gmail.com) - https://in.linkedin.com/in/gauravsaini

**Senior Managerial Assignments: Supply Chain Management**

**SNAPSHOT**

**An effective Supply Chain team player with MBA in Materials Management having 20+ years of rich experience in independently handling Multiple locations, Large Teams, Multi-vendor agencies, Inventory Planning, Budget/Cost/ Safety/ Manpower management with exposure to various industry sectors such as Service (3PL\_Contract Logistics), FMCG, FMCD, Manufacturing**

* Annual Budget plan preparation & ensuring P&L’S periodic reviews to keep cost within set targets.
* Skilled in maintaining safety standards thru Gemba Walks & timely closures of observations.
* Proficient in supervising and controlling the logistics, supply chain processes, Inventories & providing valuable suggestions for efficiency enhancement
* Well experienced in handling customers, ensuring KPI’s & conducting operational reviews leading to customer satisfaction.
* Expert in addressing manpower grievance’s /Labour-Transport unions/ Vendor Mgt/ Behavioural issues.
* Liaising with the planning/manufacturing / sales team for timely production and dispatch of finished goods/Spares to different depot locations & Distributors within TAT.

**NOTABLE MILESTONES**

* Awarded ***STAR MANAGER*** in very 1st year at **MLL** for efficiently managing Gujarat Cluster supply chain operations for Automobile & Engineering Sector serving to Global Leaders such as General Electric, Suzuki Motors, Lear Automotives, Bombardier Transportation, Sumitomo Corporation.
* Developed/fabricated push trollies in **HCCBPL** for loading/Unloading purpose & said practice was replicated at many other Zonal Warehouses which resulted in Increase in manpower efficiency by 17%, Reduction in damages (leakage/breakage) due to minimization in product handling, reduction in manpower for unloading/loading & reduction in processing time & Reduced Fatigue factor in manpower.
* At Aurangabad **HCCBPL** Depot suggested basic infra changes conversion of bay into slope & with this 1 loading/unloading bay gave way to generation of 4 bays thus increasing overall efficiency of depot (by enhancing per hour productivity, enhancing stock availability & manpower productivity). Also resulted in reducing vehicle detention time & reduces stress due to long waiting queue of offloading vehicles in season.
* Awarded ***SUPER STAR AWARD*** in **TTSL** pertaining to lifting/Disposal of Battery Banks from approx 400 sites of Punjab/Himachal in a record time.
* Instrumental in Smooth & Successful Launch of GSM DOCOMO operations in **TTSL** Punjab (Nov’09) & Himachal (Mar’10) by providing 24 x 7 uninterrupted services & including launching of Reliance GSM services in Feb’09
* Non- Moving Stock Liquidation worth INR 4.87 Crore by transferring stocks to other deprived locations or thru disposals in **RCOM**
* Reduced Warehouse costs by 23% by reviewing/clubbing operations as per transactional volume, moving of inventory from high rental location to low one, optimizing manpower in **RCOM**.
* Reduced Warehouse space by 42% by introducing racks thus utilizing vertical space, moving of inventory to other needy warehouse, periodic disposals in **RCOM**.
* Instrumental in initiating SAP based Delivery Challan instead of manual ones in **HFCL.**
* Planning/ Execution of sales orders on same day from 2 days by coordinating with sales team/Logistics/Production/Quality in **GATES INDIA**.
* ZERO stock discrepancy as Stocks were daily checked on random basis covering all the items in **GATES INDIA.**
* ZERO loss of production due to labour job and TWO BIN items as solely responsible for maintaining/arranging the inventory once rate contracts were generated in **GODREJ**.
* Implemented Deduction of Octroi from suppliers on account of rejected material supplied in **GODREJ**.

**ORGANISATIONAL SCAN**

**Mar’21 Onwards: Subros Limited, Karsanpura Sr Manager (Head-Logistics/FG)**

*Reporting to Sr GM-Plant Head*

**Key Role & Responsibilities**

* Responsible for un-interrupted JIT supplies to Suzuki Motor Gujarat, Hansalpur with zero downtime.
* Customer Management ensuring fulfilment of KPI’s including deptt P&L
* Fleet/Driver Mgt ensuring statutory compliances, Transport Contract finalisation, Timely pay-outs, Empty Bin Mgt
* Coordination with PPC/Production/QA for availability of FG stocks with accurate inventory.
* Team Mgt leading a team of 28 Team Members & 70 off roll team members with focus on enhancing productivity.

**Apr’17-Sept’20: Mahindra Logistics Limited, Ahmedabad** **as Cluster Head-A&E Business/Operations**

*Reported to West Zone Operations Head, Maharashtra*

**Key Role & Responsibilities**

* Responsible for Gujarat Auto Vertical P&L.
* Supported Sales during technical discussion, Contract finalisation, Solution designing, Project implementation for new upcoming business opportunities, also worked for revenue enhancement from existing businesses.
* Successfully handling business of around INR 400 million annually with team of 40 Team Members & 280 off roll team members
* Responsible for the commercial aspect of business ranging from bill submission to payment collection/ DSO
* Ensured 23% margin generation by supervising the team operations, periodic reviews & their capability development.
* Administered the operations involving Business Partners handling, labour contractor/Security Agencies handling - staff & Transporters & their timely pay-out’s.
* Responsible for customer satisfaction/escalations/Monthly operations review with customer

**PREVIOUS ASSIGNMENTS**

**Mar’12 – Apr’17: Hindustan Coca-Cola Beverages Pvt Ltd, Nasik as Unit Head (RTM-Logistics & Infrastructure)**

* *Reported to Zonal Manager, Maharashtra (Logistics & Infrastructure)*
* Responsible for Preparation of Annual budget plan (ABP) & maintaining expenses within budgeted Cost per case (CPC) throughout the year.
* Responsible for maintaining sufficient stock levels via stock transfer from plant (Nasik & Aurangabad)/within depots.
* Responsible for finalizing Transporter contract & ensuring vehicles availability thru out the year for achieving shipping orders targets on daily basis & transporters timely pay outs.
* Responsible for Empty Glass Management from distributor & coordination with production so that production runs/schedules are not hampered for want of empties.
* Responsible for acquiring Temporary Warehouses to meet up season's high volume.
* Responsible for 3 Nasik Unit Warehouse Operations from stocks accuracy to distributor dispatches.
* Adherence to Depot's FSSAI license compliances & Health Safety Environment.
* Responsible for settling 65 distributors claims related to leakage's/breakages/ rejection return etc & crediting thereof.

**Oct’2009 – Mar’2012: Tata Teleservices Limited, Mohali as Deputy Manager SCM (Upper North Region)**

*Reported to Upper North Regional Head (Punjab. Himachal, J&K, Haryana)*

**Sept’2007 – Oct’2009: Reliance Communications Limited, Mohali as SCM Manager Warehouse (North Hub)**

*Reported to Asst GM, North Hub*

**Jun’2006 – Sept’2007: Himachal Futuristic Communications Limited, Mohali as Assistant Manager (SCM)**

*Reported to GM (Commercial), Punjab*

**Jul’2003 – Jun’2006: Gates India Pvt Limited, Lalru, Punjab as Executive (Logistics & Warehouse)**

*Reported to Head Commercial (Imports/ Exports/Logistics)*

**Aug’2000 – Jul’2003: Godrej Appliances Limited, Mohali as Officer (Materials)**

*Reported to Senior Manager (Material Resources)*

**SCHOLASTICS/ IT SKILL SET**

### 2 Year Graduates Diploma in Materials Mgt (GDMM) from IIMM, Bangalore (1998-2000)

* 1 Year Diploma in Systems Management from NIIT (1996-97)

### Bachelor of Science (Non-Medical) from GCM, Chandigarh (1991-1994)

* Comprehensive working exposure on SAP System, ERP, BAAN

**PERSONAL SNIPPET**

**Date of Birth:** 15th September, 1974

**Permanent Address:** 1853/1, Housefed Complex, Phase-10, Mohali, Punjab-160052

**Current Address:** D-204, Satyadeep Heights, Prahlad Nagar, Ahmedabad-380051