**PRAMOD SURE**

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Versatile, High energy professional targeting roles in domains related to Export/Import Operations, Business Development , Marketing, Logistics

Location Preference: Gujarat / Maharashtra / Karnataka

**PROFILE SUMMARY**

* A goal-oriented professional with **nearly 27 years** of experience in **domains related to Export-Import Sales-Marketing support and operations, Logistics, Supply Chain Management.**
* Streamlined system, brought everything under system, summarized MIS data and set right all export activities and documents at **Marck** and at **Schwitz Biotech**
* Advised solution to VP-Quality at Echjay Steel for their critical problem of formation of black spot at particular area on “O” rings type small auto parts and helped them to correct their process and overcome from R & D expenses and reduce market complaints.
* Organized export shipments of total 81 containers in 13 days only and managed Tender supply to Kenya and Sudan in 2009 & 2010 & 2011 in Marck and in 2015 at Schewitz Biotech
* An effective communicator with relationship management skills with the capability to relate to people at any level of business and management

**CORE COMPETENCIES**

Export / Import Operations Supply Chain Management Logistics Operations

Business Development Custom Clearing & Shipment Planing Insurance and Claim handling

Team Management Cost Benefit Analysis Liaison & Coordination

**Aerolam Insulations Pvt. Ltd.**, Ahmedabad (Sep’17 – Present)

Manager EXIM

**Key Result Areas:**

* Rendering support to International Sales and contributing towards sales strategy, targets & budgets
* Administering activities of  Logistics & Warehouse Management.
* Ensuring timely clearance of Export & Import Consignment
* Adhering to government policies of different countries and arranging logistics solutions accordingly
* Effectively managing the logistics costs for Exports, Negotiating rates with truckers, shipping lines, customs brokers and co-ordinating with Govt. agencies and inspection agencies to optimize savings while servicing my company's needs
* Preparation of monthly container planning for scheduling despatch and shipments.
* Effectively managing the logistics costs for Exports, Approving and processing customers' payments; resolving discrepancies in a professional and timely manner
* Analyzing multiple proposals and their requirements, pricing, negotiation and provided feedback on the feasibility of maintaining profitability
* Co-ordination with inter-department for smooth functioning.
* Customer relations and customer focus,

**PREVIOUS EXPERIENCE**

**Topsun Energy Ltd**.,Mehasana (Sep’16 – Jul’17)

Manager Logistics AND SCM

**Key Result Areas:**

* Assessed overall supply chain from factory to consumer focusing on regional and country logistics network infrastructure to design innovative solutions, reduced operational costs and improved delivery times while maintaining high service levels.
* Directed and coordinated comprehensive logistical and reverse logistical functions for product life cycles, including acquisition, distribution, internal allocation, delivery, recycling, reuse and final disposal of resources
* Established operational procedures for activities such as verification of incoming and outgoing shipments, handling and disposition of materials and keeping warehouse inventory current
* Identified and evaluated inefficiencies and recommended optimal business practices, system functionality and behaviour

**Highlights:**

* Managed highest number of vehicles ( 25 no.) from a single platform in a single day
* Contributed for achieving 150 cr Turn Over milestonefrom 100 cr. in just 3 months (Jan-Mar’17) at year ending with rendering support to Sales team by effectively managing the logistics.

**Schwitz Biotech**, Ahmedabad (Dec’13 – Sep’16)

Manager Exports

**Highlights:**

* Handled existing cusomters, repeat orders, Tender work, Customer relations, Product demo, Costing, Exports.
* Administered the supply chain function entailing supply planning, certification, logistic operations (inbound, warehousing, outbound), customer service (order-to-invoice, customer relationship, service strategy), master data
* Handled purchase and procurement activity of RM/PM , artwork preparation.
* Gethered and tabulated all sales data of previous and current to get maximum benefit for analysis and other purposes
* Filled old pending export documents in the bank to nock off the receivables, BRC and benefits.

**Echjay Industries Pvt.Ltd.**, Rajkot (May’13 –Nov’13)

Asst. Manager-Logistics & Incharge Warehouse

**Highlights:**

* Developed various kinds of packaging designs for different types of auto parts
* Led to decrease in rejection levels and complaints and thereby contributed to increase sales

**Marck Biosciences Ltd.,** Ahmedabad (Mar’05 – May’13)

Asst. Manager - Exports and CRM

**Highlights:**

* Handled existing cusomters, repeat orders, Tender work, Customer relations, Presentation of products
* Took decision and get the 6 consignments cleared and exported from BAXTER-Aurangabad to meet the LC deadline in 2006
* Managed artwork design and packaging development for new products

**Dynamic Industries Ltd.** (Jan’02 – Mar’05)

Export and Import operations specialist

**Highlights:**

* Sales communication, Tender work, DGFT, Banking
* Contributed by developing computerized system in the company for their export and import

**Jord Engineers India Ltd**. (Jul’92 – Dec’01)

Sr. Officer –Sales and Projects Support

**ACADEMIC DETAILS**

1998: P.G. Diploma in Export & Import Management from The Indian Institute of Export, Baroda

1993: P.G. Diploma in Business Management from Bhavans College (affiliated to Dr.Rajendra Prasad Institute of

Business Management)

1990: B. Com. from Maharaja Sayajirao University, Baroda, Gujarat

Date of Birth: 20th August 1969

Languages Known: Hindi, English, Gujarati & Marathi

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