



# SAI GOPAL RANJAN DASH

Manager-Central

## PROFILE SUMMARY

With 15 years of experience, excelled in diverse roles in strategic sales, marketing, and logistics operations. Successfully optimized logistics operations in e-commerce, SCM, and manufacturing, ensuring seamless supply chain management. Played a pivotal role in managing logistics partners, enhancing performance and operational efficiency. Led high-profile sale events, managing RVP performance, and handling multiple vendors within the 3PL. Initiated and established the Key Account business for the Macro Man-M Series brand, catapulting sales from 0 to 10 lac per month in the first year and further to 25 lacs in the second year.

## EDUCATION

2006	MBA/PGDM Indian Business Academy, Bangalore
2003	BCA GICMS Gunupur Berhampur University
2000	XIIth Oriya
1998	Xth Oriya

## WORK EXPERIENCE

Jan 2015 - May 2025	Manager-Central Flipkart Orchestrated the program management of a high-profile sale event for 3PL logistics at Flipkart, achieving seamless coordination and optimization of the Planning process, RVP operations, and callout Metrix with zero escalations. Currently led the RVP and embargo process for third-party logistics, taking accountability for Reverse Operation, Callouts Execution, and ensuring effective collaboration with internal and external stakeholders. Managed RVP performance, successfully resolving ad-hoc requirements for various stakeholders, while overseeing RVP Escalation, SLA adherence, and serviceability callouts. Initiated and drove the RVP Attempt and Pickup at Day1 project, elevating success rates from 50% to an impressive 75%. Skillfully handled multiple vendors within the 3PL, spearheading
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## PERSONAL INFORMATION

- Email  
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- Mobile  
(+91) 7829726783
- Total work experience  
15 Years 0 Month
- Social Link  
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## KEY SKILLS

- supply chain management
- warehouse operations
- logistics operations
- vendor management
- 3pl
- demand planning
- inventory control
- inventory planning
- stock management
- Reverse Logistics
- Last
- Last Mile Delivery
- Modern Trade
- Supply Chain Operations
- Last Mile

## OTHER PERSONAL DETAILS

City

Bengaluru

Country

INDIA

LANGUAGES

- English
- Hindi
- Odia

May 2012 - May 2014

strategic initiatives to enhance process excellence metrics such as CSAT, UDBAD, and Net Promoter Score. Headed the digital automation process through the 3PL network, implementing new tools for daily reports and collaborating with Internal Tech teams to continually improve the RVP process. Spearheaded strategic planning and capacity coordination with vendors, ensuring the seamless attainment of monthly targets. Executed serviceability and SLA initiatives for vendors, meticulously overseeing operations to prevent any loss in demand. Played a pivotal role in resolving customer escalations, collaborating with vendors to mitigate issues and enhance overall customer experience.

Key Accounts Manager

Macro-man M-series & Macro-woman Wseries

Initiated and established the Key Account business for the Macro Man-M Series brand, orchestrating a successful launch across numerous offline and online retail stores. Catapulted sales from 0 to 10 lac per month in the first year and further to 25 lacs in the second year, achieving remarkable growth. Managed a 20-member team overseeing daily operations nationwide, handling four online and five major retail stores, and spearheading the maintenance of a robust supply chain for sustained sales growth. Executed effective Inventory Management strategies, meticulously planning, supervising, and managing all aspects of the demand plan, ensuring seamless stock-in and stock-out processes, and proactively addressing stock levels at the customer level. Led Medium Format (MBO) operations in Bangalore, collaborating with area and regional managers, resulting in an additional monthly sale of 4 Lakh. Pioneered the creation of a demand planner model based on historic sales data, trends, and future market characteristics, contributing significantly to achieving targeted Sales and Operations Planning (S&OP) for consecutive months. Conducted granular-level analysis of sales distribution patterns to gain insights into market dynamics and consumer buying behavior, enabling strategic decision-making. Orchestrated end-to-end management of the supply chain process, overseeing the seamless flow of products from manufacturing units to client warehouses, and ensuring efficient inventory management. Led and mentored a dynamic team, while actively contributing to store merchandising strategies for optimal operational performance.

Apr 2011 - Apr 2012

Key Account Manager Modern Trade

Gentex India Pvt. Limited Levies UG

Spearheaded strategic alliances with prominent offline and online retail giants, steering efforts to elevate sales of the company's products and surpass ambitious targets of 10 lakh within key accounts. Orchestrated seamless coordination with the in-house supply chain team and client warehouses, ensuring efficient product dispatches for optimized logistics. Championed proactive client engagement strategies, consistently following up for new

Apr 2006 - Mar  
2009

orders and effectively coordinating with team members to drive continuous sales growth.

Store manager

### **Indus-League Clothing Limited**

Spearheaded sales and bottom-line profitability for the store, consistently tracking ticket size and converting footfalls into successful transactions. Revamped merchandise displays and optimized overall store layouts to ensure a compelling and attractive shopping environment, maintaining both interior and exterior spaces to meet company standards. Enforced strict adherence to Standard Operating Procedures (SOPs) in-store operations, streamlining the cashiering process for enhanced efficiency. Conducted regular store meetings to foster a culture of ownership among employees, driving improved performance and elevated customer engagement.