



SAJJAN NEHRA

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PROFESSIONAL SUMMARY

I am a highly experienced and results-driven logistics and warehousing professional with over 13 years of expertise in managing complex logistics operations. Proven track record of working with top-tier clients such as CHEP, ABFRL, Novus, Tata Starbucks, Anchor Electrical, Bharti Infratel, Decathlon Sports, Samsung Electronics, Alcatel Lucent, Indus Towers, ATC Towers, BSNL, and Cargill Foods. Adept at optimizing warehouse operations to enhance efficiency, safety, and customer satisfaction. Skilled in developing and implementing both short- and long-term strategic plans to improve operational performance. Demonstrated ability to lead cross-functional teams, manage high-volume logistics projects, and deliver results under tight deadlines. Committed to continuous improvement and excellence in service delivery. Experienced and proactive professionals offering many years of progressive warehouse settings serving industry needs. Talented in overseeing cost control, loss prevention, and labor management initiatives to streamline and enhance operations. Decisive planner with good communication and problem-solving abilities.

SKILLS

- MS-Office
- Tally
- Internet
- Oracle
- SAP
- Lotus MS Outlook
- Net term
- WIMS
- WMSp
- Team management
- Operations management
- Innovation and creativity
- Performance reporting
- Staff training and development
- Customer satisfaction
- Budget development
- Client relationships

EXPERIENCE

Regional Head - Contract Logistics North & East India, 01/2024 - Current
APL Logistics India Pvt Ltd, Gurgaon

- Leading the contract logistics operations for North and East India, overseeing multiple warehouses and distribution centers
- Implementing strategic initiatives to enhance operational efficiency and customer satisfaction
- Managing a team of regional managers and ensuring alignment with company goals
- Achieved a 10% increase in operational efficiency through process improvements
- Reduced logistics costs by 8% by optimizing transportation routes and warehouse layouts
- Enhanced customer satisfaction by improved service delivery and communication

Projects & Solution and Key Account Manager, 07/2020 - 12/2023

APL Logistics India Pvt Ltd, Gurgaon

- **Chep:**
- Successfully managed key accounts, resulting in the expansion of warehouse sites from **3 in 2021** to **7 in 2025**.
- Implemented strategic initiatives to enhance operational efficiency and customer satisfaction, leading to significant business growth.
- **ABFRL:**
- Added a new warehouse site in **2024** within one year of managing the existing site.
- Demonstrated strong account management skills, fostering long-term client relationships and driving operational excellence.
- **Cargill & Novus:**
- Retained key accounts since **2015**, ensuring consistent service quality and client satisfaction.
- Strengthened relationships through proactive account management and tailored solutions to meet client needs.
- Demonstrated expertise in preparing solutions for 7 customers, managing 17 warehouses, and winning business from 4 customers, adding 10 new warehouses to the portfolio. Strong strategic planning, operational efficiency, and relationship-building skills.

Regional Manager Operations North India, 11/2018 - 06/2020

APL Logistics India Pvt Ltd, Gurgaon

- Streamlined regional operations, improving efficiency.
- Coordinated large-scale logistics projects, ensuring timely completion and customer satisfaction
- Reduced warehouse incidents through enhanced safety protocols
- Achieved a 15% reduction in transportation costs through route optimization and strong negotiation with vendors for one of customers.
- Maintained 100% inventory accuracy for all 10 warehouses for different customers in the region, ensuring no claims from customers.

Regional Implementation Manager North India, 10/2017 - 10/2018

APL Logistics India Pvt Ltd, Gurgaon

- Spearheaded the implementation of new logistics systems, reducing lead times by 15%
- Trained and mentored new team members, improving overall team performance.
- Achieved a 95% success rate in project implementations
- Reduced implementation costs by 10% through efficient resource allocation
- Successfully implemented the "One Look One Feel" project across all facilities in the region.
- Ensured commitment to standardization, enhancing brand consistency and operational efficiency.
- Coordinated with multiple teams to align on design and operational standards.
- Conducted training sessions and provided ongoing support to ensure adherence to the new standards.

Warehouse Manager (Reporting to Regional Manager), 09/2016 - 11/2017

APL Logistics India Pvt Ltd, Meerut

- Company Overview: c/o Cargill Foods India Pvt Ltd
- Managed a team of 120+ employees, achieving a 100% accuracy rate in inventory management

- Successfully handled high-volume periods with zero delays in shipments
- Reduced order processing time by 25% through workflow optimization
- Increased warehouse capacity utilization by 15%
- Reduced depot and in-transit damage oil ratio by implementing a real-time weighing process at the dock area during material inward.
- Ensured maximum oil recovery through efficient and timely weighing procedures.
- Improved overall operational efficiency and reduced material loss.
- Collaborated with dock area staff to train and support the new implementation process.

Warehouse Manager (Reporting to Regional Manager), 01/2016 - 08/2016

APL Logistics India Pvt Ltd, Gr Noida

- Company Overview: c/o Samsung India Electronics Spare Parts
- Led a team of over 100 professionals at the Samsung Spare Parts Used Parts Collection Center.
- Achieved an on-time Goods Receipt (GR) KPI of 99.5%.
- Maintained a 100% accuracy rate for the Good Part vs. Not Good Part KPI.
- Ensured a 99% accuracy rate for wrong GRs, significantly reducing errors.
- Streamlined operations to enhance efficiency and accuracy in parts collection and processing.

Warehouse Manager (Reporting to Regional Manager), 05/2015 - 12/2016

APL Logistics India Pvt Ltd, Ghaziabad

- Company Overview: c/o Decathlon Sports India Pvt Ltd
- Enhanced inventory accuracy to 100% through rigorous quality checks
- Increased order fulfillment rate to 98%
- Successfully managed the Decathlon warehouse, achieving a customer safety audit score of 97%.
- Outperformed Decathlon's own warehouse in Bangalore, which is managed by them, in terms of safety audit scores.
- Implemented effective safety protocols and procedures to ensure a high standard of safety and compliance.
- Collaborated with the team to maintain a safe and efficient working environment.

Warehouse Manager (Reporting to Regional Manager), 01/2014 - 04/2015

APL Logistics India Pvt Ltd, Ambala

- Company Overview: c/o Bharti Infratel Ltd
- Improved warehouse operations, resulting in a 15% increase in efficiency
- Successfully managed logistics for large-scale projects with zero delays
- Implemented safety measures that reduced workplace incidents by 20%
- Achieved a 10% reduction in operational costs through process improvements
- Increased customer satisfaction by 12% through enhanced delivery service

Warehouse Manager (Reporting to Regional Manager), 05/2013 - 12/2013

OM Telecom Logistics Pvt Ltd, Hyderabad

- Achieved 100% on-time delivery rate for telecom equipment
- Led a team to handle high-volume shipments efficiently
- Successfully managed the warehouse shifting project for BSNL, overseeing the relocation from one location to another.
- Coordinated transportation, loading, and unloading services provided by OM Telecom.

- Completed the project in 30 days, significantly ahead of the 45-day target.
- Managed 300 trips using 5 dedicated vehicles to ensure efficient and timely relocation.
- Ensured smooth and efficient transition with minimal disruption to operations.
- Collaborated with various teams to plan and execute the project within the stipulated timeline.

MIS Executive (Off Roll), 01/2012 - 04/2013

APL Logistics India Pvt Ltd, Ambala

- Company Overview: c/o Bharti Infratel Ltd
- Developed comprehensive reports that improved decision-making processes
- Enhanced data accuracy through meticulous data management
- Assisted in the successful implementation of new MIS systems

Data Entry Operator (Off Roll), 04/2011 - 12/2011

APL Logistics India Pvt Ltd, Jaipur

- Company Overview: c/o Anchor Electrical Ltd
- Maintained a 99% accuracy rate in data entry tasks
- Assisted in the preparation of detailed reports for logistics operations
- Improved data management processes, reducing errors
- Increased data entry speed by 15% through process improvements
- Enhanced data security by implementing better access controls

EDUCATION

University of Rajasthan, 01/2012

BA Honors

Rajasthan Board, 01/2009

Intermediate

Rajasthan Board, 01/2007

High School

LANGUAGES

- English
- Hindi

**PERSONAL
INFORMATION**

- Date of Birth: 02/22/92
- Gender: Male
- Nationality: Indian
- Marital Status: Married

ACCOMPLISHMENTS

- India CLS Warehouse Chep Gurgaon: First ever facility in IN/SA to successfully complete a SEDEX audit without NCs.
- Prepared solutions for 7 customers for multiple location and business awarded from 4 customers out of 7 customers and total business won sites are 10