

# Sahil Vinayak

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Operations Management | Logistics & Warehouse Operations | Supply Chain Management |  
Process Improvement | Vendor Management | Network Optimization



## Key Skill Set

### Operations Management



### Procurement Management



### Process & Continuous Improvements



### Six Sigma Green Belt



### Warehousing & Logistics Management



### Vendor Management



### New Project development



### Scheduling



## Education & Career Timeline

2003-2007

BE Chemical  
Thapar University

2007 - 2009

Wipro Ltd.  
(Pune, Gurgaon)

2010- 2012

MBA (Operations)  
Thapar University

2012-2014

Gati Ltd  
(Gurgaon)

2014-2018

Flipkart  
(New Delhi)

Apr 2018-Oct 2018

Luminous Power  
Technologies Ltd

Oct 18- Jun 2022

Zast Logisolutions Ltd.  
(Gurgaon)

Jun 22 –Apr 24

Gobolt  
(Gurgaon)



## Executive Profile

- ❖ Offering **over 13 years** of experience in Operations Management in Warehousing, Procurement and Logistics domain in FMEG, E commerce, Logistics.
- ❖ A team leader and highly accomplished professional with success in **Operations Management and Lean Management**.
- ❖ Has achieved best project owner for Flipkart Inbound Project. (Flipkart Warehousing and Fulfillment )  
Highly skilled in **driving team performance, making decisions & enabling smooth day-to-day Warehouse / Logistics Operations**.
- ❖ Resourceful in managing **day-to-day relationship** with vendors, transporters or 3<sup>rd</sup> party suppliers to ensure achievement of service and quality norms for smooth flow of operations & supply.
- ❖ Well versatile with process improvement methodologies like Six sigma, VSM and TPS and other lean methodologies.



## Education & Credentials

- MBA (Operations), (**University Gold Medalist**, Batch 2010-12, C.G.P.A 9.75), Thapar University, Patiala
- BE Chemical Engg. (Batch 2003 ,CGPA 7.59, Thapar University, Patiala)
- Two months internship at **LG Electronics India Pvt Ltd.** Greater Noida (May- July,2011)
- Six weeks Industrial Training at **GlaxoSmithKline Consumer Healthcare Ltd.** Nabha, Punjab. (June 05 – July 05)
- Six months Project at Trident (Industrial Organics Ltd.) Barnala, Punjab (July – Dec 2006)
- Certification in BPM (Business Process Management) from EAI-BPM Center of Excellence, **Wipro Ltd.**
- Lean Six Sigma Green Belt Certification from **KPMG**
- Certified Internal Auditor ISO 9001:2015 from **Flipkart**

## Professional Experience



### ✓ **Apr'24 - till date: Delhivery Ltd. Punjab as Sr. Manager (Warehousing / Fulfillment Centre)**

- ✓ Managing warehouse operations for customers in Punjab region ( total 2 Lac sq ft ) ( Inbound Operations / Outbound Operations / Inventory )
- ✓ Managing inventory of 200 SKUs for customers ( Automotive segment / FMEG )
- ✓ Identification of fast and slow moving inventory, ABC analysis, Stock count to minimize inventory variance.
- ✓ Handling and driving team of 25 team members and monitoring key KPIs ( D2S ( dock to stock time ), P2D ( pick to dispatch ) time, Inventory Throughput, Warehouse 5S and Process Audits.
- ✓ Coordination with our cross functional team such as Business Development, Tech, Logistics , Customer support , Finance.
- ✓ Ensuring Cost control and ensuring Warehouse operations remain EBITA positive.

### ✓ **Jun'22- Apr' 24: Camions Logistics Pvt. Ltd. Gurgaon as Sr. Manager (Warehousing/ Logistics)**

- ✓ Managing PAN India Logistics distribution planning of stock for customers and driving team to achieve performance KPIs ( OTD , OTP , Process adherence )



- ✓ Managing warehouse operations for customers ( total 1 Lac sq ft ) ( Inbound Operations / Outbound Operations / Inventory )
- ✓ Managing inventory of 200 SKUs for customers ( Industrial segment )
- ✓ Identification of fast and slow moving inventory, ABC analysis, Stock count to minimize inventory variance.
- ✓ Handling and driving team of 20 team members and monitoring key KPIs ( D2S ( dock to stock time ), P2D ( pick to dispatch ) time, Inventory Throughput, Warehouse 5S and Process Audits.
- ✓ Coordination with our tech team for building Transport / Warehouse Planning software and coordination with our technology partner intel for implementation of ADAS system in vehicles.

### ✓ **Oct'18- Jun' 22: Zast Logisolutions Pvt. Ltd. Gurgaon as Manager.**

- ✓ Managing warehouse operations for customers ( total 50,000 Lac sq ft ) ( Inbound Operations / Outbound Operations / Inventory )
- ✓ Defining and driving performance KPIs for major customers and ensuring process adherence in warehouse management and Logistics distribution planning.
- ✓ Liaison with vendors and logistics team to manage PAN India distribution of stock for customers.
- ✓ Owner of inventory control and Stock count to minimize inventory variance.
- ✓ Handling and driving team of 10 team members and monitoring key KPIs for operations.
- ✓ Exhibiting an end to end planning, scheduling and implementation of resource required to roll out Transport Management System in organization.
- ✓ Managing a team of 10 team members engaged in project implementation and vendor liaison activities and guiding them on core goal & values throughout project implementation.

### ✓ **April '18-Oct'18: Luminous Power Technologies Ltd. as Manager- Manufacturing Supply Chain**

- ✓ Managed inventory of 350 SKUs for production in plant for Wiring devices and Home and electrical business.
- ✓ Managed inbound and outbound stock movement for RM and FG warehouses for Wiring devices and Home and electrical business.
- ✓ Managed PAN India distribution of FG from plant to DCs by partnering with vendors.
- ✓ Played a key role in setting up of 2 FG warehouses for home division in Gagret (Una, Himachal).
- ✓ Implemented principles of Lean management in RM / FG warehouses.
- ✓ Identification of fast and slow moving inventory, ABC analysis, Stock count to minimize inventory variance.

## **July '14-April' 18: Flipkart India Pvt Ltd. as Assistant Manager ( New Delhi )**

### **LARGE APPLIANCES- LAST MILE**

- ✓ Defined and Drive performance KPI matrices of North zone. ( Slot adherence/ CSAT /NCD breach )
- ✓ Successful in increasing delivery slot adherence from 62 % to 90 % for North zone.
- ✓ Played pivotal role in capacity building before BBD sale by increasing Last Mile delivery partners and vehicles.
- ✓ Played key role in setting up Large appliance Last mile hubs in Lucknow and Indore.

### **NON LARGE- FULFILLMENT CENTRE**

- ✓ Completed Lean Six Sigma Project in Flipkart in Inbound Process leading to reduction of D2S (Dock to Stock) timing from 10.8 hrs (June-Aug 2015) to 4.8 hrs (Sept-Nov 2015).
- ✓ Completed Lean Six Sigma project in reducing waiting time in Packing department in Outbound function. (190 secs to 90 secs per shipment) Nov 2015.
- ✓ Best Kaizen Award 2015 (North Zone) Flipkart India Pvt Ltd.
- ✓ Completed Lean six sigma Project in FC leading to reduction of mis shipments from 20 FC issues per week to 7 cases per week on an average in Jan-Mar, 2016

## **July '12-July' 14: Gati Ltd. Assistant Manager ( Gurgaon )**

### **NETWORKING**

- ✓ Headed Network department for North Zone's 5 EDCs (Express Distribution Centers).
- ✓ Driving performance KPIs for operations such as capacity utilization, CQKM, C/KG, OTD/OTA
- ✓ Successful in improving Feeder cost from Rs 1.4 /kg to Rs 1.0 / Kg by improving capacity utilization of vehicles in Feeder routes for north zones.

### **FULFILLMENT CENTRES (North/West Region)**

- ✓ Headed process development & operations in fulfillment centers ( FCs ) for North and West Regions.
- ✓ Successfully created packaging as a new product for Gati Ltd which has helped E-Commerce clients build a wide portfolio of products which can be sold online.
- ✓ Designed SOPs & WIs, process flow for operations, implementation of 5S and Lean Management so that Gati handles and executes the operations in a best possible way for its E-Commerce clients.

## **✓ Sep' 07-Sep' 09: Wipro Ltd. Project Engineer ( Pune/Gurgaon )**

- ✓ Worked in telecom project for our customer Aircel in Mediation Operations, worked on IntermediateE which is an Intec's unix based tool which is used to collect, process and distribute CDRs (Call detail records) to different downstreams such as billing, CDR store, Roaming or Interconnect billing.

## **Personal Details**

Languages Known: English, Hindi & Punjabi  
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