DINESH PARASHAR

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PERSONAL DATA

Date of birth: 9 th July 1964

Nationility : INDIAN

Maritical Status : Married

Pan card No : ALXPP 5739M

Language : Hindi & English

Computer skills: Ms Word, Ms Excel,Tally ERP 9, and Internet.

ACADEMIC HISTORY Scholastics B.A.(Economics) Sagar University Saugar in the year 1983.

PROFESSIONAL CAREER HISTORY

1.1992 –1997 Accountant Sales & Branch SURYA AGROILS LTD., BHOPAL

2.1997 - 2002 Sr. Executive (Store & Excise) ENBEE FERTILISERS & CHEMICALS LTD,BHOPAL.

3. 2002 - 2006 Commercial Manager SM DYECHEM LTD/ JMD VEG OIL PVT LTD., DELHI

4. 2006 –2007 Commercial Officer (Head of Gujrat Opration) LOUIES DREYFUS COMMODITIES (I) PVT.LTD. DELHI.

5. 2007 –2012 Assistant Manager Commercial, LIFESPAN BIOTECH PVT.LTD,BHOPAL,MANDIDEEP

6. 2012 - 2017 General Manager Commercial JUNEJA SIZE AND COAL WASH PVT.LTD, BHOPAL

7. 2017 – 2022 Vice President Commercial MAX AGRO COMMODITIES, DELHI.

TRANNING Course of ISO 9000 from S.G.S.India ,BOMBAY

Attend the seminar of Chamber of Commerce and Industries

Attend the seminar of Industrial Helth & Safty.

Attend the Sakcharta Mission meeting and work with Collector Raisen.

EXPERIENCE:Having worked in the capacity of the Profit Center head of the organization. I have relevant experience in the Accounts (Sales & Depot /Branch, Financial), Commercial, Purchase, Store, Excise, Export, Inventory Management, MIS, dealing with bank ,

TAXATION : SALES TAX, INCOME TAX, EXCISE, TDS.TCS, GST, , Assesment of Tax, Entry Tax, Service Tax. GST, TDS,

ACCOUNT:( Branch, Depot & Sales Account, Financial Account) Write manual & Computrised Cash Book, Journal, Ledger, Trial Balance, Profit and Loss, Balance Sheet of Branches and depot accounts, MIS report, Age wise outstanding, reconsilation of debtors and creditors ledger, bank statement, Ensuring regular reconsilation of Cash Book, Bank, Debtors, Follow up the Debtors for recovery of outstanding dues, Proper feeding and verification of data on systems .Raising of Claims against the suppliers for shortages, damages or quality related issues.Monthly P&L accounts,comparative analysis of sales and profit.Finance from various Bank,Drawing Power statement,Stock Verification,Prpoperty Mortgage,Bank Limit,Term Lon, & O.D Limit.

COMMERCIAL : As Commercial Manager I have handle Vital Refined Oil generate new super stockist and dealers, with the Marketing team controlling all operations of business. Purchase of Soyabean seed and various agricalture commodities from various mandies of Madhya Pradesh and Maharastra,Gujrat through the Commission agent, truck cut, and direct from farmers.

EXPORT: Export of Soya D.O.C, shipment at KANDLA, WINDMILL, BOMBAY PORT.Material balancing, Insurance, Documentation of export. Sales of Oil and D.O.C in domestic market in Consumer and Bulk pack, EXPORT: Agreement with foreign buyer, Open L.C. Export & Shipment of Soya D.O.C. from various Indian port, loading of ship, Matt Receipt Document of Export, Negotiation of document obtain relevant Certificate from Govt. department C.C.S. claim, marine insurance document submit to R.B.I. and mail to buoy claim for final payments.

STORE & PURCHASE: : Daily receipt issue Requisitions, indent, Gate Pass, MRN, Bill Passing inventory control, vendor development inspection of agency sales of scrape and other vest materials, Purchase of Engineering, Packing ,Civil,& General materials all store records computerized.

MARKETING :Market survey and report designing of packing and advertisement materials and labels leaflet, costing budget profit & loss Rate and price lost of products consumer pack and bulk pack wise, Maintain sales records age wise outstanding, correspondence with the parties and Govt., department, controlling of Depot and Branch Expenses, Target of Sales Staff, Itenery of field force, passing expenses, Insurance claim, and settlement there of, Dealer Network arrangement of transportation etc.

EXCISE : Writing of all excise books submission of returns and deceleration. Avail can vet claims D-Face of Excise document Liaison with Central Excise Department. Assessment and audit of records and all excise working computerized.

COMMERCIAL Other :Job objective Middle level assignments in, supply chain management / logistic, materials management in a dynamic growth oriented organization. Summary of skills and experience · Over 20 years of experience in material, logistics ,purchase and supply chain management in the food sector. · Proficient at inventory management and resource planning & experience in streamlining the inventory levels with a distinction of reducing inventory levels from 33% to 5% · Significant experience of handling multiple source supplies & complex delivery schedules. · Exposure to institutional sales with a record of achieving highest sales. · Effective at supply chain management ensuring movement of materials. Key responsibilities handled.

1. To oversee the day-to-day commercial operations of the unit. Will be In-charge of plant Stores, Accounts, Logistics & Central Excise

2. To Develop systems & procedures relating to smooth operation of above departments

3. Involve in budgetary & cost control measures. Statutory compliance related to Central Excise, VAT, Service Tax, exports etc

4. Handle Unit Purchase, price negotiations with vendors and co-ordinate with Regional and Corporate Purchase

5. Single point contact for all the unit commercial activities

6. Vendor payments and related conciliations

7. Stock/Inventory Control - stock management, stock verification, obsolete analysis

8. Manage unit audits both internal and external (including Excise CERA/EA2000 audits)

9. Support unit head in achieving cost control by working capital assignment, allocate budgets for operating expenses.

10. Support unit head in achieving cost control by working capital assignment, allocate budgets for operating expenses.

11. Periodic and perpetual stock verification - to ensure correctness of stock and proper stock valuations

12. Co-ordinate with corporate functions - finance/legal

13. Handle unit related insurance - survey/claim/recovery

14. Evolve inventory control techniques - ABC/VED analysis, Min-Max & ROL

15. Negotiate logistics and warehousing contracts, and other contracts related to plant activities

16. Use personal judgment to initiate and develop effective and constructive solutions to operational issues. Significant achievements; · Successfully curtailed the inventory levels from 33% to 5% by implementing a new system called sales and stock system · Carried out effective negotiations with the transporters and streamlining the freight rates. · Reduced the transit damage from 3% to 0.5%. · Achieved a substantial business of RS 18 lakes through promotional activities. OBJECTIVE To enhance participation in community service by way of contribution through affordable resources. To further professional expertise in order to achieve organisation Goals. PHILOSOPHY You reap as you show, sow service and reap joy, sow hard work and reap rewards. STERNGTH Creative instinct, ably dealing with people, patience with customers. ability to embrace change and a passion to make people happy, Meeting people of high esteem in state govt. and official in govt. administration. WEEKNESS Passionate and Emotional. WISDOM If you are selling a promise, fulfill it. For if you don't you can then never be successful. Salary drawn : Rs.45000.00 per month Salary expected : Negotable