**Dushyant Sinha**

**Phone:**+91-6292020330

**E-Mail:** dush2015@outlook.com

Achievement-driven professional targeting assignments in **Supply Chain Management/Logistics Operations/ Warehouse Management** with an organisation of repute in **Manufacturing/Logistics/FMCG** industry

**PROFILE SUMMARY**

* **MBA (Logistics & Supply Chain Management)** with an experience of over 8 **years** in spearheading Logistics Operations, Supply Chain Management, Network Designing, E-Tail Operations &Warehouse Management
* Skilled in driving the development and cultivation of positive business relationships with the company’s logistics customers and vendors
* Proficiency in formulation of sourcing strategies, vendor identification / development, supply chain management and analytical assessment to strengthen effectiveness
* Conferred with Bravo Blue Dart Reward for managing operations during peak festive season for the year 2015
* Expertise in supervising & controlling the logistics processes & services at vendors end and providing valuable suggestions for efficiency enhancement
* An effective communicator with excellent relationship management skills with the capability to relate to people at any level of business and management

**KEY SKILLS**

***~ Logistics Operations ~ Supply Chain Management ~ Warehouse Management***

***~ Cost Control ~ Vendor Management ~ Reporting & Documentation***

***~ Data Analytics ~ Operations Management ~ Team Management***

**ORGANIZATIONAL EXPERIENCE**

***Since Jul’16 with Gati Kintetsu Express Pvt. Ltd.***

**Growth Path:**

Jul’16-Apr’17 Operations Manager- North

May’17- Mar'18 Manager Operations- South Delhi

Apr'18- Dec’18 Manager Operations- North Delhi

Jan’19- Till Date Zonal Manager – Ground Operations and Network

**Key Responsibilities:**

* Spearheading the entire gamut of operations performance of the unit and implementing measures for control on operational deduction
* Facilitating first mile, last mile and network operations
* Taking adequate measures for reduction in pickup and delivery cost as well as feeder, NG and admin.cost
* Network expansion planning, restructuring and reengineering of routes
* Network cost performance by ensuring maximum capacity utilisation, negotiation with vendors
* Suggesting measures for development and retention of business partners and vendors
* Ensuring the service level agreements and monitoring Air and Surface Express
* Managing the stock in the warehouse
* Supervising the entire operations and providing on-time performance of departure and arrival, thereby offering excellent customer services
* Completing timely movement of shipments through Air, Road and Rail and maintaining the service quality
* Formulating strategic planning and devising cost-efficient strategies for process excellence
* Monitoring productivity of business partners
* Facilitating increase in charged weight (revenue) and monitoring DEPS (Damage, extra, pilferage, shortage)
* Administering entire operations with focus on ISO & 5S
* Scheduling people branding and management efforts
* Framing policies for controlling employee attrition and imparting functional training to service staff
* Executing special pickup and delivery project

**Highlights**

Improved operations performance resulting in bringing operating unit from NE rating to ME rating

***Jul’12-Jul’16 with Blue Dart Express Limited***

**Growth Path/Deputation:**

Jul’12-Dec’12 Management Trainee-Operations, Kolkata

Jan’13-Jun’14 Assistant Manager-Operations, Kolkata

Jul’14-Apr’16 Manager – Etail Operations, Kolkata

May’16-Jul’16 Manager – Air Operations at HQC, Mumbai

**Key Responsibilities:**

* Conferred with Bravo Blue Dart Reward for successfully managing operations during peak festive season for the year 2015
* Steered logistics operations for supply of finished goods to 5 branches & 130 stocks points across India
* Developed high-level implementation plans, and determined future logistics organizational structure/support ensuring Delivery-on-Time (DOT)
* Collaborated with other departments to integrate logistics with business systems or processes, such as customer sales, order management, accounting, or shipping; analyzed the financial impact of proposed logistics changes such as routing, shipping modes, product volumes, mixes and carriers
* Improved customer service levels across key accounts from 65% to 90 % by reducing out of stocks, days of stock and meeting customer-specified delivery requirements.
* Identifying the gaps in network connections and designing network for smooth transition of the process
* Creating comprehensive study of competitors and their share of wallet
* Analysing operations performance (RTO percentage, delivery percentage, region wise performance) and sharing reports to Senior Managers
* Monitoring hub-to-hub and hub-to-destination network
* Administering the vendors and designing vendor selection module
* Assisting the management in draftingoperations and RSP manual
* Conducting data analysis and reviewing business & market trend

**ACADEMIC DETAILS**

* MBA (Logistics & Supply Chain Management) from College of Management & Economic Studies, Dehradun, University of Petroleum & Energy Studies in 2012
* BBA from Beehive College of Advance Studies, HemwatiNandanBahugunaGarhwal University, Dehradunin 2010
* 12th from Ishan International Public School, CBSE Board, Patnain2005
* 10th from Indian Public School, CBSE Board, Patna, in 2003

**ACADEMIC ACHIEVEMENT**

* Conferred withCertificate of Merit for being the academic topper during graduation

**ACADEMIC PROJECTS**

Organization: **Kohler India Corporation Private Limited, Gurgaon**

Title: Synchronization of Demand and Supply for Export Market

Duration: 8 Weeks (Jun’11- Jul’11)

Description: During the period gained exposure in process of forecasting of exports, checked the supply adherence with respect to actual plan and learned about the custom clearance process for exports. Studied about export documents.

Organization: **Kohler India Corporation Private Limited, Gurgaon**

Title: Role of SAP in Finance

Duration: 8 Weeks (Jun’09- Aug’09)

Description: During the period learned about process of order processing, role of SAP Module in supply chain and finance.

**TECHNICAL SKILLS**

* MS Office
* SAP (Basic)

**PERSONAL DETAILS**

Date of Birth: 27thJuly 1988

Languages Known: English &Hindi

Present Address: 2535/1, Second Floor, MandirWaliGali, Patel Nagar, New Delhi- 110008

Permanent Address: UtsargUtsav Cooperative Housing Society, UV19-04B, Survey Park, Kolkata-700075