

RAJKUMAR KARUNAKARAN		Supply Chain   Procurement   Project Management   Engineering Support	
<i>Business Development Executive with +6 years of international experience in diverse industries. Having deep Knowledge in Startup, International Trade, Procurement, Inventory management, Warehouse operations, Logistics and Ecommerce. Freelance CAD/CAM/CAE Projects.</i>			
EXPERIENCE		Personal Info	
08-2018-Present	<b>Operational Head, Ukraine</b> RK Interglobe Automotive Private Limited (OPC), India International trade and Distribution  <b>Associate Director</b> RK Export LLC, Ukraine Import and distribution of Electric Appliances. Export of FMCG, Grain and Oil (3PL)  Responsibilities: <ul style="list-style-type: none"><li>➤ Directing strategy towards the profitable growth and operation of the company.</li><li>➤ Maintaining the operational performance of the company.</li><li>➤ Building and maintaining an effective executive team.</li><li>➤ Developing strategic operating plans that reflect the longer-term objectives and priorities established by the board.</li><li>➤ Overall Management (Procurement, Warehouse operations, Logistics and Inventory)</li><li>➤ Preparing Sales and Purchase Agreement</li><li>➤ Business correspondence and Negotiation with Foreign Companies and Handling Letter of Credit (SBLC /DLC /MT760/MT700/MT103)</li><li>➤ Ecommerce site development and Management.</li></ul>	<b>Address</b> Madurai, Tamil Nādu <b>Phone</b> +917695853302 <b>Email</b> 120890rk@gmail.com <b>Skype</b> pkraj06 <b>Date of Birth</b> August 12,1990 <b>Nationality</b> India <b>Marital Status</b> Single	
10-2017-6 Months	<b>Manager Trainee</b> SeaRates LP (www.searates.com)  Main Objectives: Ecommerce site, Logistics and Freight Forwarding	<b>Skills</b> Procurement International Sales International Trade Incoterms Liner Terms Marketing Business Negotiation 1C Business Software (SAP) Letter of Credit (LC)	
01-2017-07-2018	<b>Procurement Head</b> Limited Liability Company Impon, Ukraine FMCG, Grain and Oil Trade (3PL)  Main Objectives: Procure goods, Warehouse and inventory management, logistics arrangements, Quality and Quantity inspection, Export documentation.	<b>Language</b> Tamil (Native) English (Second Language) Russian (Intermediate) Hindi (Beginner) Japanese (Beginner)	
01-2014-12-2016	<b>Sales Manager “StP - Distribution”</b> Limited Liability Company “Young Age, Ukraine  Main Objectives: International Sales and Distribution – Automotive Products, Automotive and Architectural Acoustics  Responsibilities: Market Research (Car after market), Marketing, Business Plan and Market Strategy, Distribution of goods, Purchase order handling, B2B and B2C Activities.	<b>Interest</b> International Trade Ball Badminton Traveling Aircraft Part Design Mechanical Part Design 3D Modelling and Analysis Stock Market and Investment Trade Finance	
EDUCATION			
12-2012-02-2015	<b>Master of Planes and Helicopters, Research Fellow, Research Engineer/ Airplane and Helicopter Designing</b> National Aerospace University named after N.E. Zhukovsky Kharkiv Aviation Institute, Ukraine		
08-2008-05-2012	<b>Bachelor of Aeronautical Engineering</b> Anna University Chennai, India		
2008	<b>Higher Secondary Course Certificate</b> Velammal Matric Higher Secondary school, India		
2006	<b>Matriculation Examination (Secondary School Leaving Certificate)</b> St. Marys’ Matric Higher Secondary school, India		
EDP SKILLS			
<ul style="list-style-type: none"><li>➤ Windows, Internet, MS Office</li><li>➤ Basic conversant with Designing Software CAD/CATIA V5/Solid Works/GAMBIT</li><li>➤ Basic conversant with analyzing software Ansys Fluent (Computational Fluid Dynamics)</li><li>➤ Basic conversant with Russian Business Software ERP 1C (SAP) and Shoppoint</li></ul>			
SOCIAL SKILLS AND COMPETENCES			
Good ability to adapt to multicultural environments gained through work and study experiences abroad.			