**D.G.SRIKANTH**

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**JOB OBJECTIVE**

**Administration | Customer Relationship Management | Ware HOUSE OPERATIONS | Logistics Management**

***6+ years of versatile experience across diverse industrial domains seeking challenging managerial assignments***

**Seeking assignments in Administration and operations / Warehouse operations/ Supply chain & Logistics with an organisation of repute in any industry**

Preferred Locations: Vijayawada, Guntur

Preferred Job : Operations and Administration, Logistics Supply chain Management, Entertainment, Hospitality

**PERSONAL SUMMARY**

A supply chain manager with invaluable knowledge of managing projects, resources and staff in an effective and efficient manner. Highly focused with a comprehensive understanding of logistics, procurement and the supply chain. Boasting a consistent & proven track record of successfully employing best business practices that improve efficiency, reduce operating costs whilst increasing performance, all to tight time scales and within budget.  
  
Committed to identifying and implementing continuous improvements in the supply chain. Now looking for a new and challenging managerial position, one which will make best use of existing skills and experience and also further my personal and professional development.

**CAREER HISTORY**

**Logistics Company**  
SUPPLY CHAIN OPERATIONS - March ‘13 - Present  
Responsible for the following aspects of the supply chain: sourcing, purchasing, transport, warehousing and distribution. Also involved in identifying and implementing initiatives to reduce the overall supply chain cost base.  
**Duties**:

* Monitoring data management to keep accurate product, contract, pricing and invoicing information.
* Working closely with suppliers and customers to improve operations and reduce cost.
* Ensuring the personal safety and safe working environment of staff.
* Communicating needs & objectives to managers & key personnel in procurement, logistics & distribution.
* Negotiating contracts to reduce costs and achieve maximum efficiency.
* Providing accurate routing information to ensure that delivery times and locations are coordinated.
* Accurately calculating total supply chain costs in relation to proposed new projects.
* Obtaining quotes for transportation and also making cost comparisons.

**KEY COMPETENCIES AND SKILLS:**  
Process improvement, Project management, Operational Logistics management, Supply chain solution, Project based logistics, Warehousing & storage, Marketing, Cost Reduction, Vendor management,Fleet operations.

**WORK EXPERIENCE**

**Wow Truck – Assistant Manager Dec’15 to Till date**

**Role:**

* Responsible for training and educating the Transporters & Suppliers and support them for on boarding to our freight management platform
* Provide “Live Demo” and ensure that our customers can understand and start using the platform
* Coordinate with SM /MO/SO for daily training plan for all registrations pertaining to the location

**Navata Road Transport – Assistant Manager Marketing & Operations March’13 to Nov’15**

**Role:**

* Looking after Transhipment Operations.
* Fleet management.
* Training new team.
* Inward and Outwards of Goods.
* Vehicle Operations.
* Visiting customers/external agencies.
* Helping to organise market research.
* Handling a Team size of 75 people.
* Damarages and excess stock.

**Vodafone, Guntur as Channel Sales Manager Feb’12 to Feb’13**

**Role:**

* Developed & implemented strategies aimed at maximization business generation in the prepaid market segment
* Identified business opportunities in new territories in order to enhance channel network
* Assisted channel partners to improve revenue generation/ visibility across the channel network; conducted retailer meets
* Ensured compliance to organization policies/ procedures with respect to distribution
* Holds the merit for augmenting revenue month on month
* Involved in handling 5 distributors
* Looking after Marketing and merchandising.

**Godfrey Phillips India Ltd., Vijayawada, Tenali, Repale**  **Aug’09 to Jan’12**

**Growth Path:**

Aug’09- Jun’11: Trainee (Off Role)

Jun’11- Jan’12: Assistant Manager- Sales June ’11- Jan ’12

**Role:**

* Focused on maximizing business generation in the assigned territory & spearheaded team efforts accordingly
* Evaluated & appointed new distributors in order to enhance market penetration
* Across outlets brand promotion & merchandising activities were focused; initiated Cavanders Cigarette promotion; conducted PCC means personal consumer contact knowing their feed backs
* Administered performance of team members and rendered productivity enhancement feedback
* Looking after marketing activities like brand launching, vendor management, and merchandising.

**ACADEMIC QUALIFICATION**

* MBA (Marketing) from JNTU with MIC College of Technology , JNTU University, Krishna district with 72%, , in 2009
* B.Com. from Acharya Nagarjuna University, Vijayawada with 57% in 2006

**PERSONAL DETAILS**

Marital Status Married

Date of Birth: 17th June 1985

Address: Dr. No.: 29-7-36, Vishnuvardhanrao Street, Suryaraopet, Vijayawada –520002

Languages Known: English, Hindi & Telugu