

**KSHAMA SAGAR SINGH**  
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## CORE COMPETENCIES

**Logistics Operations**

**Dispatch Accuracy**

**Transportation Costs**

**Cost Reduction Initiatives**

**Vendor Management**

**Freight**

**Transportation**

**Supply Chain**

**Strategy**

**MIS Reports**

**ERP (SAP MM)  
Implementation**

Industry Preference: **Logistics, Warehouse, Supply chain Management**  
Location Preference: **PAN India**

## PROFILE SUMMARY

- A Result –Oriented Professional with **nearly 10 Years of experience in Logistics, Warehouse, Supply Chain Management**
- 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
- Led and coordinated comprehensive logistical and reverse logistical functions for product life cycles, including acquisition, distribution, internal allocation, delivery, recycling, reuse and final disposal of resources
- Managed standardized receiving, stocking, checking and housekeeping procedures and conducted hazardous material / safety training for employees
- Ensured adherence to store SOPs, conducted regular audits and complied with all legal requirements / licenses for the warehouse
- Maintained physical condition of warehouse by planning and implementing new design layouts; inspected equipment; issued work orders for repair and requisitions for replacement
- Reduced transportation cost from 6% to 4% by properly optimizing the routes
- **Bagged Best Employee Award twice in 2016 & 2017 in Svadha Wash Pvt. Ltd.**

## ORGANISATIONAL EXPERIENCE

**Since Aug 2023 with GVK - Emri green health services Regional Manager - Operations- Uttar Pradesh (PPP Model)**

- Responsible for efficient operations of 108/102/ALS in 6 districts,
- Ensuring effective utilization of man and material (300+ ambulances and staff)
- Interacting with senior government officials and ensuring the implementation of directives
- Monitoring and managing the operational cost
- Responsible for activities related to fleet like: Lowest CPKM (Cost per KM of Operation) and highest up time of Ambulances
- Handling major caller concern and closures with due reporting and documentation
- Should interface with necessary Support functions (FLCBs) in State head office for facilitating the smooth execution of operations.
- Develops comprehensive awareness building plan for the Region including Demonstrations, Contact programs & other IEC activities in consultation with IEC Team.
- Media interaction with regard to operations in the Region. Ensuring coverage of major milestones of Regional Operations and other press notes as shared by IEC team
- Sharing Action Taken Reports on Compliance, Contractual Measures with Analytics, Finance, HR, CEO and Analysis there from, besides the action plan for the forthcoming day, week, month.
- Participating in Stakeholder Meetings

- Manage transportation with 6 work shop and local vendor for repair and maintenance with RTO fitness
- Ensuring effective functioning of PMs, EMEs as per their JD and Performance matrix

**Since Nov 2020 – Aug 2023 with Reliance Retail as Deputy Hub Manager (B2B, B2C)Key Result Areas:**

- Work as per 6 core value - customer value, Respect, One team, Ownership mindset, Integrity, Excellence.
- Take care 5 hub for stream line process.
- Developing Internal People & Teams.
- Data analysis and Root cause analysis of daily operational problem.
- Developing & implementing value stream maps through Kaizen workshops.
- Manpower/Vacation Scheduling and Shift to shift coordination.
- Monthly budget planning and cash reconciliation.
- Administrative: policy, attendance, corrective actions.
- Liaise with vendors and ensure the company receives the best pricing possible.
- Report / track daily Inbound/Outbound/vehicle movement, Line haul, reverse logistics activities.
- Negotiation with Transporters, quotation wise appointment of vehicles.
- SAP billing is done update to vendor for payment reconciliation.
- Maintain 5s, EHS in warehouse.
- Total inventory management control to reduce cost and loss (Control Shrinkage).

**Since Jan'19 – Nov 2020 with Instakart Services Pvt. Ltd. as Sr.Team Leader (Last mile Operations)Key Result Areas:**

- Providing training to Team Members and refresher training to hub staff on current and ongoing process changes to ensure they are aware of operational standards
- Collecting cash, accounting and reconciliation with ERP
- Following Wish Masters performance at a real time basis to ensure all deliveries are completed as per plan

**Highlights:**

- **Bagged the Inta Karma Award for Best Performance in 2019**

**Jan'18 – Jan'19 with Braahmam Net Solutions Pvt. Ltd. as Procurement and Logistics Manager**

**Key Result Areas:**

- Planned and managed logistics, warehouse, transportation and customer services
- Kept track of quality, quantity, stock levels, delivery times, transport costs and efficiency
- Performed duty as per laws, regulations and ISO requirements

## PREVIOUS EXPERIENCE

**Mar'16 – Jan'18 with Svadha Wash Pvt. Ltd. as Store & Logistics Manager (Grocery sector ,food supply)**

**May'13 – Mar'16 with Arunachala Logistics Pvt. Ltd. – Priya Cement as Logistics Executive**

**Nov'12 – Apr'13 with HDFC Bank as Sales Officer**

## TECHNICAL SKILLS

- SAP in MM (6.0)
- Shipy
- ERP in MM
- MS Office
- Hlooku
- Vlookup
- Pivot table

## EDUCATION

- MBA in HR & Marketing from IIMS College, Bhubaneswar in 2014
- PGDCA from Computer institute of Software Technology , Bhubaneswar in 2010
- BCA from Utkal University, Bhubaneswar in 2011

## PERSONAL DETAILS

**Date of Birth:** 2<sup>nd</sup> December 1991

**Languages Known:** English, Hindi & Oriya

**Address:** Gayala – Bank, District – Cuttack – 754007, Odisha.