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|  | Contact   |  |  | | --- | --- | |  | Chennai Chennai | |  | +91 9705215000 | |  | Kparul3579@gmail.com |   Languages  Tamil : First Language  English : C2    Proficient  Hindi : C2    Proficient  Telugu : C2    Proficient  Skills   * Quality management * Operations management * Inventory control * Financial management and reporting * Supply chain management * Compliance standards * Routing * Systems evaluation * Problem-solving * Communication skills * Coordination * Quality management * Operations management * Inventory control * Financial management and reporting * Supply chain management * Compliance standards * Routing * Systems evaluation * Problem-solving * Communication skills * Coordination   Accomplishments   * Best National DC Awarded in 2022-2023 * Increased sales by 2% while reducing costs by returns 5%, leading to 2.5 Cr net profit. * Planned and coordinated Sales projects resulting in increased Market demands * Improved On time delivery reviews by successfully handling customer complaints and implementing monthly staff training. * Reduced employee turnover by 3% by creating and implementing no-cost incentive program. * Improved On time delivery reviews by successfully handling customer complaints and implementing monthly staff training. * Reduced employee turnover by 3% by creating and implementing no-cost incentive program.   Hobbies & Interest   * Badminton * Gardening * Yoga * Learning Languages   Software Skills   * Ms-Office * SAP * RWOS * WMS * TMS * ERP * S&D Module |  | Arul K.P  Professional Summary  Driven Supply chain Management & Logistics holding 21 years of experience leading supply chain teams. Expert in stock control, processing and distribution. Supply chain & Logistical planner with exceptional organization and time-management skills. Optimize schedules and workflows to achieve maximum efficiency. Skilled in budget controls, staff management and liaising with customers and stakeholders towards growth of the organization.  Experience  DC Manager  Reliance Retail Ltd - Trichy   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | *Current* | |  | | --- | | Monitored and ensured team compliance with company regulations and procedures. | | Managed day-to-day shipping and receiving, typically overseeing more than 1800 packages in a 24-hour period. | | Inspired and motivated warehouse teams in operational improvement, increasing team efficiency. | | Dispatched and assessed product quality, achieving outstanding customer satisfaction. | | Trained, guided and evaluated warehouse workers, increasing performance and productivity rates. | | Regularly tracked stock levels, promptly ordering low-stock items to maintain operational readiness. | | Improved efficiency by 100% through supervision, training and coaching of 150 warehouse staff. | | Resolved employee conflicts in most efficient manner while following company protocols. | | Adhered to company audit rules during inventory counts with 98.56% accuracy. | | Researched issues to address shipping errors and packaging mistakes. | | Developed lasting relationships with employees, peers, upper management and outside vendors. | | Coached the warehouse team on FIFO monitoring. | | Provided detailed instructions for job responsibilities, safety protocols and company guidelines to new employees. |   . | | *-* | | *12/2021* |   Sr. Manager  M/s.Accord Life Spec Pvt Ltd - Chennai   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | *11/2021* | |  | | --- | | Handling All India Stockiest Operations with responsibility of Product Planning | | Inventory Planning & Control | | Optimize Inventory to ensure Safety build up stocks not exceeding agreed levels | | Closely coordinate with New Product launches, Support steep variation in demand of New Products | | Monitoring /Scheduling of Consignments | | Planning /Demand Collation /Logistics of stock across 40 Stockiest + 50 field colleagues | | Coordinate & ensure timely dispatches with the team at Factory/Warehouse locations | | Control over Product shelf life in Order to avoid necessary Expiry | | Ensuring smooth functioning of CFA operations in line with Distributional Manual/SOP | | Monitoring the market returns / expiry products analysis | | Coordinate for Call back of Near Expiry / Batch withdrawal / Product withdrawal etc | | Managing the logistic functions and negotiating with /transporters for cost effective transport solutions and clearances | | Sales & Distribution module Implementation to all CWH. |   . | | *-* | | *05/2021* |   Distribution Manager  M/s.Medopharm - Chennai   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | *04/2021* | |  | | --- | | Developed strategies to boost productivity and focus on achieving quality results. | | Led annual budget process, analyzing prior performance to make informed recommendations. | | Managed all team members, evenly distributing tasks for quality completion and time efficiency. | | Contributed to company strategy objectives, improving workflow and services. | | Kept track of industry developments to highlight impact of partners and competitors and inform future strategies. | | Kept up to date with shipping legislation requirements to guarantee smooth customer deliveries. | | Monitored staff performance to solve day-to-day operational issues and guarantee targets on cost-effective basis. | | Arranged necessary repairs for delivery equipment to maintain proper condition. | | Remained in line with set resource strategy to manage and further develop them. | | Met and exceeded business units' goals for customer service, cost and quality. | | Controlled review and upkeep of all SOPs and work instructions relating to distribution activity. | | Provided input and support for continuous operational improvement in cost, deliveries, stock control and quality. | | Conducted monthly team meetings to communicate complaints and provide feedback. | | Developed pricing strategies to drive competition while maintaining focus on revenue metrics. |   . | | *-* | | *12/2017* |   Head Distribution & Logistics  M/s.Veritaz Healthcare Ltd - Hyderabad   |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | *11/2017* | |  | | --- | | Handled PAN India 28 CFA's Operations along with Inventory Planning. | | Inventory Planning & Control. | | Monthly Performance measurement of CFAs. | | Optimize Inventory to ensure Safety build up stocks not exceeding agreed levels. | | Closely coordinate with New Product launches, Support steep variation in demand of New Products. | | Closely coordinate with In-house/LL/TP & Vendor supplies by follow-ups with respective teams. | | Weekly tracking of Non available products at various CFA locations and to ensure availability of the same by making plant dispatches/Inter CFA stocks movements. | | Planning /Demand Collation /Logistics of stock across 28 C&A's Locations & 750 + field colleagues. | | Coordinate & ensure timely dispatches with the team at Factory/Warehouse |   . | | *-* | | *06/2015* |   Depot Manager  M/s.Alkem Laboratories Ltd - Chennai   |  |  |  |  |  | | --- | --- | --- | --- | --- | | *06/2015* | |  | | --- | | Responsible for entire Tamilnadu operation in Chennai around sales of Rs.12.00/-Cr Per month and co-ordinate with all staffs for timely billing and dispatches the stocks to stockiest | | Supervision & Controlling: -Responsible for entire Depot operation in Chennai around sales of Rs.12.00/-Cr and co-ordinate with all staffs for execute the order's in time and dispatches the stocks to all External Customer's | | Over all activities to be monitoring on day-day basis for taking the corrective measures in time (Billings, Dispatches, Collection, Credit Note settlement, Physical stocks checking, Petty cash, Expenses Approval, Man Management, HR, Institutions rate negotiation, Statutory compliance, Association issues & Handling of Internal & External customers query and over all operation for administration etc). |   . | | *-* | | *04/2013* |   Depot Manager  M/s.Cipla Ltd - Bangalore   |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | | *02/2013* | |  | | --- | | **Head Depot operation for the sales Rs.13.00/-Cr P/M in Bangalore depot.** | | **Stocks Inward/Outward:-**Stocks inward/outward-updating including Inter depot transfer execution monitoring on Daily basis**.** | | **Credit Policy:-**Credit policy to be reviewed seriously depends on stockiest sales. **Stockist Visit:-**Every month stockiest visit to be done for betterment service to our valuable stockiest. | | **Multimedia Operations:-** Taking special care on multimedia operations for betterment service to Drs. | | **EAS (Expense Approval System:-** Travel/Hotel booking arrangements for our Internal and External customers, timely releasing the payment to vendor duly checked all the bills, training to employee in periodically towards their job responsibility, Internal depot audit. |   . | | *-* | | *06/2012* |   Regional Distribution Manager  M/s.Indoco Remedies Ltd - Chennai   |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | *05/2012* | |  | | --- | | Supervision:-Responsible for entire South Region for CFA sales depot operation all locations and co-ordinate with all depots for timely billing and dispatched the stocks to customers, Inter depots & Field staff, also supervision on day-to-day activities | | Corrective measures to be taken time to time | | Collection Monitoring (Revenue):-Payment status of customers on regular to reduce the bad debts and also monitoring the goods in transit and follow up with transporter and courier delivery on time | | Customer Relationship:-To establish good business relationship with internal & external customer by way of fulfilling their requirements for business purpose | | Stocks Verification:-All the locations 100% stocks to be verifications, if any shortage or excess short find out the exact reason and raise the SAN entry | | Co-ordinate:-On regular visit to all CFA locations to implement all the activities as per GMP practice and company policy & requirements for taking the action to implement their locations | | Statutory Requirements:-Relationships with existing clients which includes Government (Sales Tax Dept, Commercial Tax Dept and Drug Dept), commercial and Industrial segments also follow up other depots to collect the F Forms | | Back Office Support:-Providing complete information to H.O and sales team, processing support to help the sales team complete the sales target for respective states | | Liaison:-Effectively liaising with the prospective companies and customers to adhere to the company polices | | Documentation & Business Correspondence:-Filing of all required documents to Sales Tax department, Drug department and Banks for complete business correspondence with the clients maintaining documentation of all transactions as per policy & procedures | | Implements:-New creativity ideas to implement for developing business purpose | | Transport:-Co-ordinate with transport for timely delivers the stocks to all south depots with in specified period. |   . | | *-* | | *10/2010* |   Distribution Executive & Logistics  CFA – M/s. Orchid Chemicals & Pharmaceuticals Ltd   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | *10/2010* | |  | | --- | | Responsible for Depot/CFAs Operations | | Ensuring smooth functioning of CFA operations in line with the Distributional Manual/SOP | | To render full Quality services to Internal and External customers through innovative and cost effective methods | | Interaction with Super Distributors and Consignee Agents | | Order Execution/Payment Outstanding monitoring /Stockiest Claims | | Procuring orders review outstanding and execution of orders | | Review of Sales and Stocks at SD/CA's and Stockiest to ensure that the inventory at all levels of supply chain are at Optimum Level | | Informing SD/CA polices and procedures ensure that polices & Procedure strictly adhere | | Review and evaluate performance of Super Distributor/Consignee Agent | | Settlement of claims of SD/C's with in required time line | | Interacting with Sales and Marketing {Quotation, Rate Approval, Stockiest Appointment, Problem Solving, Online tenders} | | Co-ordinate with Central Warehouse for proper dispatch and delivery of stock | | Review of stock position at Central Warehouse to maintain optimum inventory level | | Co-ordinate with various SD/CA's for executing orders from various supply points | | Payments collecting companies dues on time from various parties and SD/CA's | | Controlling the inventory level at SD/CA | | Supporting sales and marketing for new product launches | | Completion of Trade Association formalities | | Ensuring initial stock availability across country before the launch the product. |   . | | *-* | | *12/2002* |   Accounts Officer  M/s.TI Diamond Chain Ltd - Chennai   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | *11/2002* | |  | | --- | | Invoices Preparation and Generation of Sales Invoices | | Invoices Reconciliation /Handling Bank Reconciliation | | Preparing of Cash Flow on daily & Monthly basis /Follow up on Payment defaults with the customer | | Forwarding the following reports to Manager /Summary report on Outstanding of Customer | | Customer wise Cash collected report to Marketing Manager | | Non-Moving/Slow moving stocks at warehouse's /Preparing Cheque / Hundi | | Payments | | Preparing and sending the Sales & Distribution MIS report | | Field force travel disbursement/ Petty Cash Handling | | Cheque payment and Vendor bill booking / Controlling Warehouse Payments | | Follow up “XVII” & “C” Form /Issuing E-1 Form | | Administration & Banking Activities | | Preparing & Submitting Sales Tax Assessment document. | | Invoices Preparation and Generation of Sales Invoices / Invoices Reconciliation. | | Monthly Preparation of RT12 & RT 13, D3, PLA , RG 23A/RG 23C Registers for Statutory Compliances. | | Marinating RG1 Register & Preparation of F4 Challan / Challan Deposit and control maintain the TR6 Challan & Preparing & Marinating the following Registers for Statutory Compliance: RT 13 /AR4, Annexure “IV”, AR3A/RG1, Running Bond Register. |   . | | *-* | | *06/1998* |   Education  2009  MBA Finance  Alagappa University - Karaikudi  GPA: 70  1998  B. Com  DRBCC Hindu College - Chennai  GPA: 65  1995  Intermediate  RCM H. S. School  GPA: 67  1995  SSLC  RCM H. S. School  GPA: 69 |  |