

GLOBAL SUPPLY CHAIN LEADER – THOUGHT LEADERSHIP | BUSINESS TRANSFORMATION |
TRANSPORTATION MANAGEMENT | OPERATIONAL EXCELLENCE | PROGRAM MANAGEMENT |

Verifiable Record of Accomplishments in Leading Supply Chain Transformations, Fortifying Businesses Across Locations, Impacting Organizational Structures and Upscaling Operations

PROFESSIONAL SNAPSHOT

- Keen Visionary & Strategist offering 25+ years of rich experience in directing large Fleet Operations AND Transportation Mgmt.; proposed innovative SCM / Logistics solutions, developing productive business relationships and accomplishing excellent results; repeatedly delivered sustained revenue and EBITDA (Interest, Tax, Depreciation & Amortization) Growth in competitive & changing global market environment
- Effectively led all aspects of Profit Center Operations from Strategic Planning, Budgeting, SCM, Fleet Management/ Maintenance, Business Development, Client / Stakeholder Relationships, Risk Control & MIS Reporting with key focus on P&L
- Excels in global SCM operations entailing import/export, inventory/ material/ spare-parts management, logistics, transportation & dispatch of goods/material to various geographical locations within time, budget & safety parameters
- Change Agent & Valued Business Partner; drove change/ scaling-up initiatives & attained significant cost & resource savings through inventory control, GPS & ERP implementation, fleet reliability & optimization, vehicle/route planning, alternate vendor / 3 PL development, cost-effective purchase & process improvements
- Customer-centric professional; focused on providing cost-effective & customized logistics & transportation solutions as per client's requirements for improved customer satisfaction, repeat & referral business; successfully acquired key accounts across FMCG, Food, Fuel, FMCG and Packaged Goods domains
- Resourceful in liaising with C&FAs, Customs, Regulatory Authorities, Clients, Vendors & other Stakeholders for smooth business operations / approvals and ensuring strict adherence to HSE, OSHA, Food Safety & Statutory Compliances

Strategic Expertise

- Profit Center Operations (P&L)
- Fleet Management/ Maintenance Transportation Management
- Supply Chain Management
- Logistics/ Transportation
- Business Growth & Expansion
- Budgeting/ Cost Control
- Turnaround & Change Management
- Global Market Penetration
- Key Account Management
- New Branch Set-Ups
- Team Leadership & Trainings

Functional Skills

- On Time, On Budget, On Schedule Inventory / Stock Management
- Vendor Development & Management
- Workshop & Warehouse Management
- Business Planning/ SOPs
- Performance Management (KPIs)
- Stakeholder/ Vendor / Client Relations
- OSHA/ HSE / Statutory Compliances

IT & Technical Knowledge

- GPS, ERP, MS Office, Computerized Maintenance / Warehouse Mgmt. Applications

Strategic Influencer

Performing in Unpredictable Situations

Drive for Results

Tech-savviness

Service Orientation

SIGNIFICANT HIGHLIGHTS ACROSS THE TENURE

- Last associated with Mohammed Enterprises Tanzania Ltd., Dar Es Salaam as GM – Transport; spearheaded day-to-day running of the business across East Africa, ensured cost-effective & profitable operations for company's truck fleet & equipment; successfully:
 - Grew Transportation business to 60 Million USD (Financial Performance)
 - Improved the turnaround of trucks by 30% & truck utilization from 60 to 90%
- Led & executed various Improvement Projects at Nyanza (NBCL Distribution) like:
 - Introduced New Business Vertical in Transportation– Developed 32 key customers for Food & FMCG products across Tanzania
 - Implemented GPS on all Trucks; improved cost-effectiveness by procuring Spares from Turkey, Emirates, Dubai, China
 - Initiated training of Logistics Staff, Drivers and Mechanics on Load Planning, Route Analytics & Tracking of Trucks
 - Led Computerization (ERP based Workshop Maintenance System); modernized & revamped the warehouse by introducing WMS
- Expanded Transport Business on National Basis for Hyundai Glovis India by opening 4 New Regional Offices across states resulting in business worth 1M USD in the inaugural year itself with a net margin of 18%; acquired new business from major clients like Wipro for Towers & DIESEL for FMCG Products leading to increase in revenue and maximum utilization of fleet
- Successfully developed a business worth 100 crore INR for Spare Parts on PAN -India level with a margin of 30% at Liugong India

LEADERSHIP EXPERIENCE

Jun'18 – Jul'20: Mohammed Enterprises Tanzania Ltd., Dar Es Salaam as General Manager-Transport

Highlights

- Effectively led & managed a fleet of 900+ Trucks for Food Products, Fuel, FMCG and Packaged Goods Transportation
- Handled Supply Chain Management -scheduling of delivery, management, purchase of spares, material/ inventory management
- Spearheaded the Cross-border Operations of Transit Trucks across East African Countries

- Accountable for KPIs, P&L, SOPs, Resource Allocation, Compliance, Business Strategy, People Management, Recruitment and Business Communication; standardized workflows within schedule and budget & drove cost and process optimization exercises
- Directed activities related to dispatching, routing, and tracking and resource allocation of transportation vehicles
- Implemented schedule and policy changes, investment on assets and business plans in coordination with the Procurement Manager
- Promoted Safe Work Activities - OSHA by conducting Safety Audits, attending Company Safety Meetings, & interfacing with individual Staff Members; supported preventive & predictive maintenance programs for ensuring fleet reliability & safety
- Proficient in developing long-term partnerships with vendors/transporters/3PL service providers for cost-effective purchase of materials & services, negotiated contracts and monitored their performance for meeting of delivery schedule & quality norms
- Strategized short-term / monthly and long-term plan to build a sustainable business consistently across geographies
- Interfaced with key decision-makers in target organisations for business development; understood their requirements, business drivers and accordingly positioned the company's transportation & logistics solutions to meet customer needs

2014 - 2017: NBCL Distribution Ltd. (Coca Cola), Mwanza, Tanzania as General Manager-Transport

Highlights

- Directed the **Logistics & Transport Operations of the Group in Tanzania**; managed a fleet of over 600 trucks (both owned and hired) and a team of 700 including drivers; ensured proper maintenance of fleet/equipment to guarantee the quality and efficiency of service level as per the business requirement; defined KPI and SOPs for all the staff and departments
- Drove internal controls like **P&L, Finance/Budgeting, Business Expansions, Strategic Planning, Vendor Development**, Cost Control, Assets Management, Compliances, Human Resources Modeling & preparation of Daily/Weekly/Monthly reports for the management
- Administered **Fleet & Workshop Governance** for high quality service; identified & developed develop customers for transportation projects and business growth; ensured effective customer management, retention and follow-up
- Created & updated Fleet Policies & Procedures in HSE / Food Safety Standards (OSHA)/ SOPs & mentored staff to follow the same
- Grew the **Distribution Business from 370000 USD to 1 million USD** per month (Financial Goals); successfully
 - Achieved business worth 7M USD in the sale of Auto Spares with a margin of 38%
 - Attained record turnaround time of vehicles & improved the same by 40%
 - improved on time delivery by 50% & enhanced truck utilization from 60 to 90%
 - Reduced inventory on hand from \$2.6 million to \$1.7 million which also increased turns from 3.6 to 5 turns

2011 – 2014: Hyundai Glovis India Ltd., Chennai as Assistant General Manager – Operations

Highlights

- Effectively **managed Fleet Logistics of 200 Car Carrier Vehicles** with capacity of 12 cars per truck; directed PAN India Distribution from factory at Chennai to 120 Dealers with avg. dispatch of 58 to 60 Carrier Trucks (both owned and hired) per day
- Formulated relevant policies, strategic plans, programs and SOPs for efficient operations of Transportation System for Hyundai
- Drove **Budgetary Control/ Vendor Development; supervised Vehicle Maintenance, Downtime, MOTs/ Tax Payments, Vehicle Replacement Policy**, HSE, OH&S Activities & Audits, Compliance with all applicable Laws, Regulations and ISO Requirements
- Managed multi-location fleet and maintained vehicle facility in line with high security procedures; monitored daily movement of import and export containers, ensured service delivery as per agreed targets, customer expectations and business requirement
- Played a key role in improving **turnaround time by 20% and on-time delivery by 30%**
- Ensured high levels of satisfaction with company's product and service standards among key customers

2008 – 2011: Liugong India Pvt. Ltd., Chennai as Assistant General Manager – Operations

Highlights

- Handled **inventory worth over Rs. 100 crores** of equipment & spares as well as managed financial budgets; pivotal role in:
 - Reducing inventory levels by 25% and improving inventory turns by 12
 - Implementing an overall warehousing and supply chain strategy aimed at improving efficiencies in supply chain metrics
- Reinforced improvements in receipt, storage, issue and inventory management of goods, handled the entire cycle from management of input materials, to WIP and finished goods stock transfer and storage
- Handled imports, freight forwarding, transportation tracking, customs clearances, procedures, on-site delivery processes & liaison with shipping cos. and C&FA; spearheaded the **Import of Construction Equipment in CKD and SKD condition -Wheel Loaders, Excavators, Bulldozers, Rollers, Forklifts, Cranes, Pipe Layers, Mining Dump Trucks, Dynamic Compaction Machines and Concrete Equipment**

PREVIOUS WORK EXPERIENCE

2005 – 2008: Sical Logistics Ltd., Ennore, Tamil Nadu as Manager – Operations

Handled Coal Shipments by Sea from Australia and Indian Mines of 70,000 Metric Tons a day; provided strong leadership and technical expertise in implementing maintenance and continuous improvement programs

1990 - 2005: Tamil Nadu State Transport Corp. Ltd., Vellore, Tamil Nadu as Designation

Successfully managed timely dispatch of 300 passenger vehicles (Buses) and over 650 workmen; assisted the Central Workshop Dept. to ensure smooth maintenance & supported the improvement of KMPL (Kms. Per Litre) and targeted EPKM (Earnings Per Kms.)

ACADEMIC DETAILS

Bachelor of Engineering - Mechanical from Chennai University in 1989

Certifications/ Trainings Attended:

- Specialization in Tyres: Institute of Road Transport
- Overhauling of Ashok Leyland Vehicles: Ashok Leyland