**RAJESH**

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**PROFILE**

A versatile and highly successful **Operations Manager/Supply Chain and Procurement Manager/Senior Manager** with an adept facility for leading and managing complex operations and large, cross functional teams; driving forward efficiencies, maximizing work-flow, reducing costs and delivering profits. A proficient strategist, with a deep understanding of supply chain management, logistics and procurement, along with an impressive record within both public and private sectors and in both manufacturing and construction industries. A senior manager, with proven ability to leverage lean manufacturing knowledge and financial management experience to evaluate existing operations and implement necessary restructuring and beneficial change.

An adaptable leader, with an established reputation for achieving excellence from employees as well as driving productivities forward, through personal vision, motivational team management and expert project management. Commercially astute, with strong, analytical problem-solving and decision-making ability, together with excellent communication skills that have been demonstrated in many areas: Now seeking a challenging, senior management/directorial role where expertise, experience and enthusiasm will bring immediate value.

**KEY SKILLS AND EXPERTISE**

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| **●** | Operational management | **●** | Health and safety/governance |
| **●** | Supply chain management | **●** | Stakeholder/client liaison |
| **●** Logistical and operational planning | **●** | Outsourcing and negotiating |
| **●** Site and production management | **●** | Process Improvement/QA/QC |
| **●** | Budget control/financial management | **●** | Documentation management |
| **●** | Lean manufacturing methodologies | **●** | Manufacturing and construction |
| **●** Tactical breakdown and re-organisation | **●** | Broad ability with IT |
| **●** | Procurement | **●** Strong problem solving ability |

**HIGHLIGHTS OF EXPERTISE**

* Project managing the complete set up and development of a new TSBR factory (a Government of Kerala business) – Expanding and modernising production to improve output from 6 Metric Tonnes to 25 Metric Tonnes per day and with provision of further capacity enhancement to 50 Metric Tonnes
* Re-structuring production systems/processes and changing working practices to reduce overheads, whilst increasing productivity and delivering substantial cost savings
* Providing adapt management for a large work-force, including over 1000 employees and 65 direct reports - based on an ethos of leading by example and positive motivation, whilst heading the implementation of lean manufacturing principles and continually driving forward standards
* Planning, organising and developing a strong & healthy Supply Chain Network – Successfully cutting the material cost of industrial insulation jobs by 12 % from the budgeted cost
* Securing a prestigious industry performance award continuously for 5 years since 2009

**EXPERIENCE**

Jan 2011 - Apr 2016: **Supply Chain Manager**, INTHERPRO LLC, Dubai, UAE. www.intherpro.ae

**Key Achievements:**

* Developing a strategic vision for operations within INTHERPRO LLC, involving: Ideas development; forward planning; analysis and evaluation; problem solving and resolution and the focussing of operational objectives -

Planning all aspects of procurement, inventory control, logistics and distribution across the business

* Liaising effectively with the company`s senior management and the CEO to continually look for improvements, in order to improve time efficiency and reduce costs - Negotiating contracts and managing costs within the supply chain in order to deliver incremental, year on year, cost savings
* Directing related daily operations and logistics, addressing all aspects including; stock control, logistics, issue identification and fixing, resource measurement/management, developing quality standards and installing best practice at all times - Ensuring the continuity of product supply and finding solutions to availability issues
* Effectively controlling a large supply chain budget; liaising directly with 3rd parties to ensure all outsourcing activities provide excellent value for money
* Maintaining responsibility for management and functions of key staff, including direct management over 65 professionals, constantly looking to optimise performance. This has involved running meetings and building a culture of people management based on valuing employees and grounded in ensuring clear communication is maintained at all levels; motivating, encouraging and explicitly recognising individuals’ strengths
* Delivering a range of related technical information and documentation, including; preparing estimates in relation to project and client requirements; monitoring data management to keep accurate product, contract, pricing and invoicing information; overseeing the development and utilization of a supplier database and providing accurate routing information to ensure that delivery times and locations are coordinated
* Having additional responsibility for the hiring and supervising supply chain staff; promoting equality and diversity in the recruitment process and reporting on performance and metrics using `intelligent` software
* Supporting supervisors to ensure the success of their teams and managing the annual salary review process for the supply chain staff
* Ensuring all aspects of health and safety is adhered to at all time. This has involved liaising with workers, carrying out Risk Assessments, documenting findings, ensuring safe working practices are established, monitoring compliance, and ensuring a good, personal understanding of all related governance and guidance
* Receiving consistently excellent personal feedback during all professional appraisal meetings/reports

**PRIOR CAREER**

May 2007 - Dec 2010: P**rocurement Manager**, INTHERPRO LLC, Dubai, UAE. www.intherpro.ae

Duties included operating at a senior level to work with all areas of the business and related parties and find solutions to complex procurement issues. Additionally, supporting organizational change to improve business processes whilst providing adept, on-going and effective team management.

Jan 1997 - April 2007: **Factory Manager,** M. R. M & P. C. S. Ltd., Kerala, India.

Duties included acting as a CEO of the manufacturing unit, organising all related areas and directing day to day operations. Additionally, managing all aspects of wider business operations, including finance, people management (over 220) and driving forward profits. Directly responsible for the massive expansion of output and for developing a software solution, exclusively for the TSBR industry. Secured a key award for the TSBR Factory from Government of Kerala for making substantial and sustained effort in pollution control.

**QUALIFICATIONS**

2011 - 2013: Executive – MBA, Vinayaka Missions University, India

1991 - 1995: Bachelor of Engineering, Manipal Institute of Technology, India

**HONOURS/AWARDS/MEMBERSHIPS**

* Prestigious government of Kerala award for making substantial pollution control (2002)
* Best performer for the year 2009
* Dedicated engineer for the year 2010
* Dedicated manager for the year 2011
* Best performer for the year 2012
* Performance award for the year 2013
* Life associate member of The Institution of Engineers

**REFERENCES AVAILABLE ON REQUEST**