**BIO DATA **

**RAJIB GHOSH**

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**PERSONAL STATEMENT: -**

**I am an imaginative and ambitious professional who has a proven ability to think independently and handle multiple projects successfully through to completion. I am having a long record of accomplishment of putting together proactive teams who can ensure that business targets are always met, cost-effectively. 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 record of accomplishment of successfully employing best business practices that improve efficiency, reduce operating costs whilst increasing performance, tight time scales and within budget. Possesses the leadership skills, passion, integrity and drive required to make things happen. On top of this I have has the gravitas and charisma needed to quickly win the respect, and trust of a workforce. Right now, I am looking for a suitable senior managerial position with a company that will allow me to develop my career and give me the opportunities needed to unlock my full potential.**

**AREAS OF EXPERTISE**

**LOGISTICS**

* **Ability to understand complex service/delivery issues.**
* **Comprehensive understanding of the complex systems of inventories, delivery times, costs and personnel management.**
* **In-depth knowledge of the relevant Health & Safety laws relating to working in an environment were heavy goods are being moved and stored.**
* **Vast experience of managing 3rd party logistics providers.**
* **Ensuring the timely delivery of customer deliveries and orders.**
* **Liaising effectively with suppliers, retailers and consumers.**
* **Financial understanding of budgets, cost control and financial levers.**
* **Able to quickly understand a company’s operational systems and provide input for the development of future systems.**
* **Writing up accurate reports for senior managers on any losses and gains.**

**PERSONAL**

• **Ability to think on feet and make the right decisions under pressure.**

**• Willing to be responsible and accountable for any success or failure.**

**• Highly IT literate with excellent knowledge of WMS, SOP/continuous improvement processes and lean techniques. Encouraging others to question, the way things done.**

**KEY COMPETENCIES AND SKILL**

**Process improvement, Project management, Operational logistics management, Supply chain solutions, Project based logistics, warehousing & storage, Marketing, Cost reduction, International trade, Strategic planning, Vendor management**

**Academic qualification:**

* **I have completed graduation in commerce with a main subject Accountancy and Statistics from Calcutta University.**
* **Joined NIIT (National Institute of Information Technology) for a diploma course in Accounts Management. The Diploma is in association with TCS (TATA Consultancy Services). I have completed successfully.**
* **Pursuing Online MBA from Sikkim Manipal University.**

**Functional Specialization:**

**I have undergone training in Software Management, Data Processing, Warehouse Management and Distribution Management in different stages and situations.**

**Technical Education:**

**Operating Systems: MS-Dos, WindowsXP/Prof, Windows 2007, Windows**

**2010, working in SAP WMS module, Implementation of Oracle WMS and Microsoft AX Dynamics 365 operating system with WMS function.**

**Packages MS-Office, Inventory Management System, Fox-Pro,**

**Ex-next generation programmed by TCS, SAP WMS Version 8 with I2 integration, Oracle C++ with WMS Functionality, Microsoft AX Dynamics 365 Supply chain module.**

**Professional Experience**

**Organization Name : T. CHOITHRAMS & SONS**

**(Largest Wholesaler and Retailer in GCC)**

**Designation : Senior Supply Chain Manager**

**Duration : August 2018 .**

**Job Profile:**

**Head of Supply Chain responsible for overseeing and managing the company's overall supply chain and logistics strategy and operations in order to maximize the process efficiency and productivity. In addition, play a crucial role in developing and maintaining good relationships with vendors and distributors. Plan and implement the overall supply chain strategy. Collaborate with Sales, Operations, and Customer Service teams. Determine key supply chain KPIs. Suggest solutions for process improvements. Identify process bottleneck and implement solutions in a timely manner. Train and evaluate other staffs. Provide constructive feedback.
Work with finance, sales, and manufacturing team to determine best vendors and distributors. Build and maintain good relationships with vendors.**

**Key Achievements**

**Fixing SAP WMS for entire 400000 sqf. storage area.**

**Organization Name : JB MENA ICE CREAM FACTORY.**

**(American Group company Known as JELLY BELLY CANDY COMPANY)**

**Designation : Supply Chain Manager**

**Duration : September 2017 to July 2018.**

**Job Profile:**

* **Play a major role in Procurement of Raw materials, manufacturing process. From the time, a company begins the new product development process to the time the finished product is shipped.**
* **Develop strategies to reduce costs and increase efficiency, productivity, and safety.**
* **Analyse data and processes, SOP, find creative solutions, generate reports and present findings to upper management and other departments, communicate with external suppliers and buyers, comprehend legal documents, and developing lasting relationships with others.**
* **Build relationships within the company and with external parties, such as suppliers or distributors.**
* **Collaborate with others from diverse backgrounds in order to identify problems and find solutions.**

**Organization Name : SANA FASHION LLC.**

 **(Oldest Retail chain in Gulf)**

**Designation : Head of Supply Chain/Logistics**

**Duration : March 2014 to August 2017.**

**Job Profile:**

* **Professionally manage end-to-end supply chain and Logistics management. Core competence is establishing systems & procedures for effective management of warehouse to achieving maximum economy in operations and adapting latest inventory management systems for effective inventory control.**
* **Providing total logistic solutions to ensure smooth & trouble-free flow of materials and maintain supply chain effectiveness.**
* **Strategic planning and monitoring the performance of various functional areas for enhancing the profitability & productivity and achieving cost reductions.**
* **Providing logistics support for seamless launch of products per season.**
* **Manage whole operation by effective communication, with excellent team leadership skills and strong analytical, problem solving & organizational abilities.**

**Responsibility & Achievements:**

* **Created/Managed 10000 sqm. Distribution center in JAFZA with AX Microsoft Dynamics WMS. Planning and designed RDC in AL-QUAZ area for further distribution in UAE. Planning and designed RDC in OMAN, DOHA and BAHARAIN area for further distribution.**
* **Managed 300+ employees along with four RDC managers, two CDC Managers and six supervisors for all distribution centers operations. Prepared briefings and presentations on analytical findings for recommendations at the facility. Reduced logistics cost for the organization.**
* **Maintain the process for implementing and sustaining the Lean and Six Sigma process while using Advance Warehousing system.**
* **Help produced cost saving idea for the logistics department of a 6-day work/ week and implemented lots of out of the box ideas for cost saving.**

**Organization Name : RELIANCE RETAIL LTD.**

 **(Largest Retail chain in INDIA)**

**Designation : Assistant General Manager (Supply Chain)**

**Duration : Jan. 2011 to Jan 2014**

**Job Profile : 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 and Responsibility:**

* **Develop Supply Chain & Distribution Strategy based on country, local market & legal requirements considering regional set-ups & best practice processes.**
* **Responsible for product demand planning in coordination with sales team.**
* **Responsible for setting the optimum inventory levels.**
* **Supervise procurement, to ensure product availability by monitoring planning & delivery plans while maintaining best inventory turnover.**
* **Responsible to define the required material warehousing capacity, to accommodate materials at the right conditions meeting the company SHE standards.**
* **Design the operating procedures to ensure best stock rotation and FIFO**
* **Responsible to design and implement the best logistics policies and procedures that ensure best customer service level and optimum cost.**
* **Actively contribute with the regional SC management to set the KPIs and reporting system.**
* **Responsible to coach, motivate and assess SC/CS team.**
* **Responsible to monitor and update the master data in SAP system**
* **Develop and improve the performance of department staff, ensure high efficiency. Hire, evaluate, promote and recommend salary increase for staff in coordination with Business Manager.**
* **Establishing and implementing logistics procedures in line with organizational requirements. Controlling transportation and distribution costs by planning the quickest and least costly transport routes.**
* **Preparing paperwork for regulatory bodies and audits. Negotiate transportation rates and services with couriers. Keeping up to date all relevant documentation, vehicle logbooks, fuel consumption records & servicing protocols. Obtaining quotes for transportation and making cost comparisons.**
* **Accurately calculating total supply chain costs in relation to proposed new projects.**

**ACHIVEMENTS:**

**Handled More than half million sqft. of distribution center in different state and different operational level. Namely - National Distribution center with multi concept module in PUNE, Bhiwandi Distribution center for Mumbai operations, Hyderabad Distribution center, and Ahmedabad Distribution center. Crossed 150 cr. Business/throughput mark per month. Handled 750+ staffs in multi concept and all in different level.**

**Concept handled – FURNITURE, FOOTWARE, ELECTRONICES, APPERAL, GENERAL MARCHIENDISES, FMCG and FOOD.**

**Organization Name : LANDMARK GROUP LTD.**

 **(Largest Retail chain in Gulf and Middle East)**

**Designation : Warehouse Manager**

**Duration : Oct. 2001 to till Nov. 2010.**

**Job Profile :**

* **Responsible for total warehouse management including staff and administration. Single handedly manage staff in all different levels.**
* **Accountable for smooth operation and material flow between shops and warehouses. Coordination between import team and container movement.**
* **Responsible for home delivery and scheduling of fleet movements. Responsible for Inventory Planning and control.**
* **Supervising, training and hiring of employees to work in the warehouse as laborers, equipment operators, clerks or inventory control personnel.**
* **Scheduling employees, truck drivers, arranging drop offs and deliveries and scheduling loading dock use of mechanized equipment such as forklifts.**
* **Ensuing that all appropriate safety regulations are being followed both concerning personal safety and safety of inventory.**
* **Checking and verifying shipping records, handling questions or concerns of shipping shortages or overages and addressing any problems with inventory control.**
* **Meeting with Management to determine their needs for warehouse space, storage and information into various software programs to monitor inventory.**

**KEY PERFORMANCE AREAS:**

1. **Internal and external store/warehouse standards, Goods movements and Sales achievements against set targets, Inventory management and stock distribution in both areas. Manage financial indicators as given matrix. Seasonal goods movements planning and procurements. Goods movements implementation of new process and integration of new initiatives. Personnel Development, cost control and succession planning**

**Organization Name : SPEEDAGE EXPRESS CARGO SERVICES**

 **(Express/small cargo services in India)**

**Designation : Branch Manager**

**Duration : March 1998 to September 2001**

**Job Profile:**

**Responsible for total branch performance in accordance with company Policy and procedures. Create and execute the branch business plan. Ensure Branch profitability and manage/develop branch personnel. Plan, implement, and manages areas of responsibility to facilitate continuous improvement and**

**Personal growth while supporting company goals, missions, and vision. Provide**

**Sound leadership for the branch.**

**Duties & Responsibilities:**

* **Manages freight expense, customer discounts, and pricing to maintain profit levels. Successfully resolve customer issues timely and professionally.**
* **Direct warehouse operations. Maintain necessary inventory levels, order materials, route deliveries and pickups.**
* **Review daily reports, taking appropriate action as needed.**
* **Maintain branch security, opening and closing of branch, oversee cash deposit activity. Attend periodic branch manager's meetings.**
* **Coordinate annual inventory, manage branch inventory status including but not limited to cycle counts, demand, trends, min/max calculations, and approve RMA’s. Reconcile inventory discrepancies and adjustments.**
* **Helps plan/maintain facility layout to promote safety, security, and productivity while leveraging available space.**
* **Analyse and evaluation of activities, costs, operations, budgets and forecast data to determine branch progress towards stated goals and objectives.**

**Organization Name : TRANSPORT CORPORATION OF INDIA**

 **(Biggest Transport organization in India)**

**Designation : Branch Manager (Chennai Zone)**

**Duration : September 1995 to February 1998**

**Job Profile:**

* **Monitoring and maintaining Logistic Operations of major Account like – Hewlett Packard, HCL Computer, Modi Xerox, Thomson Electronics, Philips, St. Gobin Glass etc…. Responsible for maintaining a zonal warehouse for Hewlett Packard for their AIR cargo.**
* **Accountable for warehouse profitability, credit controls & contact terms.**
* **Ensuring Logistic Management on Corporate Internet. Responsible for web tracking of cargo within South zone.**
* **Accountable for smooth information flow between the customers and the company.**
* **Man, Management for a team of 100+**
* **Lodgment activities at Airlines documentations formalities, Bulk Containerization. Sales Tax and maintaining Government documentations for all incoming shipments for Logistic Accounts within zone.**

**Achievements :**

* **Single handedly managed total warehouse operations of Southern zonal warehouse.**
* **Efficiently managed to book a single consignment note of 10 million Rs. during January 1996.**
* **Satisfactory maintaining the inventory for Hewlett Packard of 80 million.**

**Personal Details**

**Date of Birth : 2nd September 1968.**

**Nationality : INDIAN**

**Religion : Christian**

**Height & Weight : 183c.m./ 95Kgs.**

**Language Fluency : English, Hindi, Bengali, Tamil & Arabic.**

**Motive : Hard working, Travel & Perfection.**

**Hobbies : Mixing with people to know their culture,**

 **Ways of living, local languages that they speak.**

**Strengths : Effective communications, Pro-activeness and**

 **Commitment towards job.**