**R.SATISH**

**E-mail:** **satish. 82547@2freemail.com**

**Seeking senior managerial assignment in Marketing/ Logistics / Regional Operations, preferably in Manufacturing/ IT/ Supply Chain domain**

**PROFESSIONAL SYNOPSIS**

* **Dynamic and result-driven Business Leader** with extensive experience of over **21 years** in the field of Regional Operations, Business Development, Warehousing/Stock Management, Branch Operations, Key Account Management, Logistics Management and Supply Chain Management.
* **Presently associated with Turbo Energy Limited, Delhi as Deputy General Manager.**
* Rich Experience in dealing with major Automobile manufacturers in India and overseas with demonstrated ability to manage business volumes of around $300 Million successfully.
* Deep understanding of the principles of Supply Chain including purchasing strategies, distribution, warehousing, cost estimation, inventory management, vendor management and contract negotiations.
* Demonstrated ability to successfully employ the best business practices that improve efficiency, reduce operating costs whilst increasing performance, well within timelines and budgets.
* An effective communicator with exceptional negotiation and interpersonal skills with demonstrated versatility and adaptability to changing environment.

**CORE COMPETENCIES**

 ▪ Operations Management ▪ Business Development ▪ Marketing Management

 ▪ Key Account Management ▪ Sourcing/ Procurement ▪ Supply Chain Management

 ▪ Warehouse Operations ▪ Team Management ▪ MIS Reporting

**ORGANIZATIONAL EXPERIENCE**

**Jul’ 09 – Present: Turbo Energy Limited, Delhi as Deputy General Manager**

*A leading Component Manufacturing company in India*

**Key Deliverables:**

**Framed cost effective storage and supply solutions for my organization resulting in significant cost savings**

* I had identified and coordinated in implementing 3 PL logistics solutions, docking bay method delivery systems, pooling of transportation resources etc which had resulted in saving operational cost of around 10% per annum.
* Formulating and implementing the annual Corporate Strategy by developing / modifying strategy for purchase and establishing methods to achieve profit targets and manpower planning.
* Meeting customer orders by designing, implementing and monitoring procurement schedules.
* Expanding distributor/dealer base across northern sector by liaising with Authorized Service Center’s and Distributor’s for sales and storage of OE spares.
* I had identified and developed more number of service centers and distributors in my region which has significantly improved my company’s Sourcing out new customers by keeping updated on the new projects and existing upgradation of engines planned by various OEM’S in the region.
* Budgeting and planning operations of region and also coordinating with various government agencies for testing related approvals and also for obtaining relevant certifications as per industry specific requirements.
* Handling additional responsibility of Administration, HR and Commercial activities pertaining to the region.
* Preparing MIS reports and coordinating with various departments at HO and service center.
* Generating new business enquiry and development of new business/ Channel partners.

**Highlights:**

* Received 3 vertical promotion since the time of joining organization.
* Adjudged as “Best Performer” across organization for the last 3 years.
* Played pivotal role in increasing company’s turnover from 100 cr to 300 cr in the last 3 years.

**Dec’ 06 – Jun’ 09: Saud Bahwan Automotive Company, Muscat as Manager – Logistic & Storage**

*A leading Automobile Company in Muscat*

**Key Deliverables:**

* Managed **Storage & Distribution of New Vehicles to All GCC countries** in liaison with sales staff in Muscat and UAE.
* Liaised with staffs located at Port and Vehicle Distribution Centre for clearing and dispatching to various yards located across the country of Oman.
* Implemented a standalone Logistics & Distribution Cell in branches located at UAE in consultation with my superiors.
* Set up a new vehicle distribution centre at Buraimi, hub of business activity in Oman.
* Planned, directed and maintained an efficient warehouse operation.
* Assigned and evaluated the work performance of personnel assigned to the warehouse.
* Directed the purchase, receipt, inspection, storage, cataloguing, inventory and distribution of stock commodities to stores.
* Organized and managed incoming and outgoing material activities to ensure accuracy, completeness, and condition of items.
* Identified slow moving/dead inventory, informing management and organizing for special clearance warehouse sale to liquidate the same.

**Highlights:**

* Received the **Star Performer Award**.
* Appreciated by management for offloading dead stock by conducting special sales and thereby minimizing losses.
* Instrumental in reducing damages and shortages in vehicles to the tune of 2% per month from earlier 7% per month by implementing strict quality measures.
* Actively involved in promoting at least one Kaizen activity per month in Saud Bhavan Automotive Company.

**Feb’ 05 – Nov’ 06: Group4 Securicor, Chennai, India as Senior Branch Manager**

*Leaders at providing World class security solutions*

**Key Deliverables:**

* Led a team of 1500 and planned activities pertaining to security solutions for all major software and shipping companies.
* Provided integrated security solutions to organizations, High Commissions and residence.
* Negotiated and outsourced staff with foreign suppliers and buyers.
* Conducted regular operation meetings and coordinating with all departmental heads to streamline operations.

**Mar’ 00 – Jun’ 04: Mustafa Sultan Electronics Company, Muscat as Warehouse & Logistics Manager**

**Key Deliverables:**

* Managed the overall operational activities of warehouse and logistics department.
* Handled the purchase of goods, coordinated with all showrooms for delivery and installation for customers, dealers and government organizations.
* Managed distribution network/ supply Chain for distributing goods in warehouse to the manufacturing unit for achievement of targets within specified parameters.
* Coordinated supply, installation and commissioning of all products for ministries, customers, shipping companies, transporters and insurance companies ensuring speedy and safe clearance/delivery of Goods.
* Organized and managed incoming and outgoing material activities to ensure accuracy, completeness, and condition of items.
* Determined the feasibility of implementing studies and surveys designed to assess the efficiency of service and improving the service levels.

**PREVIOUS ASSIGNMENTS**

Mar’ 97 –Apr’ 99 Sundaram Finance, Delhi & Chennai Senior Marketing Executive

Jan’ 93 – Feb’ 97 Brooks International Marketing (India) Marketing Executive

**TRAININGS ATTENDED**

* 2 weeks training on Managing B2B scenario, IIM Ahmedabad
* Senior Branch Manager Course, New Delhi.
* International Security Conference & Growing Security Threats from Global Perspective, New Delhi.
* Awaken Yourself for Excellence, Muscat, Oman.
* Towards Reaching Customer Happiness.
* Electronics and Domestic Appliances Maintenance and Launch conducted by Philips Middle East, Muscat, Oman.

**IT SKILLS**

* Skilled in Microsoft Office Suite covering MS-Word, MS-Excel, MS-PowerPoint and Internet.
* Proficient in SAP application system for Inventory Management and Regional Operations Management.
* Well versed with all latest Inventory Management System.

**ACADEMIC & PROFESSIONAL CREDENTIALS**

2012 Pursuing Masters in Business Administration, ICFAI, Hyderabad, Andhra Pradesh

2011 Bachelor of Business Administration, ICFAI, Hyderabad, Andhra Pradesh

1992 Bachelor of Commerce, Madras University, Tamil Nadu

1992 Diploma in Computer Studies, Apple Computer Education, Madras, Tamil Nadu

**PERSONAL DETAILS**

Date of Birth : 12th June, 1971