**Rajesh**

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**Objective**

To seek a challenging career in a professionally managed company where the functional and technical skills can be utilized the most for the success and growth of company.

**Key Skills:**

* Sales Order Processing, Sales Planning
* Team Management, Customer Support.
* SAP SD, Export Documentation, Exim
* Transport Management, MIS, Inventory Control Process
* Decision Making, Payment Follow up, Credit Control
* GST, Indirect Taxation, Good Interpersonal Skills
* Excellent Oral & Written Communication Skills
* Good Analytical Skills, Self-driven, results oriented with positive attitude towards changes and new challenges.

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| Professional Experience | |  | |

(Goa, India) 5/2014–01/2020

**Logistics Manager**

* Strategically and effectively plan and manage logistics, warehouse and transportation on day to day basis.
* Negotiate third party contracts and rates along with sourcing team.
* Plan and prioritize shipments based as per company’s segmentation guidelines.
* Develop and manage logistics KPIs.
* Collaborate with other departments to integrate logistics.
* Assist logistics coordinator, warehouse specialists, and other team members when needed to meet schedule.
* Financial impact of logistics changes, routing, shipping modes, etc.
* Analyze Plan routes and process shipment effectively to ensure timely delivery and optimize delivery cost
* Meet cost, productivity, accuracy and timeliness targets, Freight optimization.
* Communicate with Sales, Finance, and Warehouse team to resolve order related issues such as lack of stock, credit hold etc.
* Meeting monthly and Annual Business targets.
* Manage Exports-liasing with liners, Freight forwarders- ensuring 100 percent accurate and timely export documentation.
* Interview, select, coach, train, manage, and appraise the performance of team member.
* To help customers for any urgent delivery/delayed delivery/change destination/ change of documentation.
* Submission of Bill to Customer after dispatch and following up for payment.
* Provide Various MIS: - Daily Sales Report / Pending Order Status on daily basis.

**Key Achievements:**

* Achieved 99.5% average delivery rate on all assignments with no loss of materials or assets.
* Preparation and Control of the Annual Business Plan/Budget, and ensuring that actual expenses are lower than plan which saved 2.4 Cr in Freight outward.
* Reduced time up to 60-70 hrs monthly in planning, scheduling and placement of vehicle.
* Achieved Sales target from INR 38Cr to 96Cr monthly in last five years without increasing extra manpower.
* Reduce customer complaint up to 99.8% in terms of packing and delivery of goods safely.
* Completed **“Saksham Project”** SAP SD module in 2016 within 5 months.
* Introduced no of smart forms/Reports from SAP SD module to get specific data and report with the help of SAP consultant.

Aksh Optifibre Ltd. (Bhiwadi, India) 08/2008–04/2014

**Assistant Manager Logistics**

**Key Achievements:**

* Successfully conducted CAG Audit (Review) for the period 2007-08 and 2008-09 and from 2004-05 to 2009-10, (Regular), where only one Para raised & settled.
* Successfully conducted Internal Excise Audit for the period Nov-09 to Oct-10. Where only two Para raised & settled. Successfully conducted CAG Audit for the period 2010-11, 2011-12 & 2012-13 as on 22.03.2014. (Aksh Optifibre Ltd.)
* Successfully conducted CAG Audit for the period 2010-11, 2011-12 & 2012-13 as on 22.03.2014 (Aksh Optifibre Ltd.).
* Led smaller teams in developing effective stocking and inventory-management systems to minimize loss and maximize performance.
* Achieved monthly target 1Cr of Refund claim from custom department.
* **(SAP SD Implementation)** Interacting for system study, requirements gathering and analysis. Designing & Development and Coding. Handling the system design and creation of algorithms. Debugging and troubleshooting the application. Managing smooth implementation and testing of the application at the location.

**Ripe Component Technologies Pvt. Ltd.** 01/2008 to 07/2008

Executive Logistics

**Autolite (India) Ltd** 09/2007 to 12/2007

Officer Excise

**Sakata Inx (I) Ltd.** 04/2005 to 08/2007

Assistant Store, Excise & Logistic

**Amtek India Ltd.** 11/2003 to 03/2005

Assistant Officer (Excise)

**Ultrapure Technology & Appl. (I) Ltd**. 08/2000 to 10/2003

Account Assistant

**Academic** **Professional**

B.Com(Hons). From Veer Kunwar Singh University, Bihar-India

**Training** **Attend**

* Attend one day training Program in 5S.
* Attend two days Leadership Program by Dileep Parab (Internationally Certified NLP Coach in leadership & Team Building.
* Attended one day training program of ISO 9001: 2000 held by SAI-Bhiwadi, about its awareness & documentation.
* Attended one day Training Program on ISO 14001: OHSAS 18001.

**Hobbies**

I enjoy being outdoors when I am not at work, so I am active in singing song on **SMULE** app. (Karaoke).

**Personal Information**

* Date of Birth :17-05-1977
* Marital Status :Married
* Language known :Hindi, English.
* Nationality :Indian
* Location :Dubai

**Value Added**

A good motivator, with a strong sense of commitment. A good communication skill to back up with a sound logic. A quick learner who can produce result when burdened with responsibility.

Place: Dubai Rajesh

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