**Elangovan** **Elangovan.93381@2freemail.com**

**Overview**

* Accomplished and result oriented professional with over 26 years experience in managing Logistics, Transportation and Fleet operations in India & Tanzania.
* Proficient in distribution planning, transportation solutions and in developing & implementing supply chain strategies to support business growth and profitability.
* Currently working with NBCL as General Manager, heading distribution and fleet operations across Tanzania.
* Successfully introduced new business verticals in Transport business for various organizations, resulting in substantial revenue generation and growth.

## In depth expertise of workshop management, developing sale of spares, consumables and implementing strategies aimed at improving efficiencies in services and operations.

* Directed multifunctional and cross-cultural teams to successfully meet high standards of performance while maintaining profitability of operations.

**Work Experience**

**Nyanza Bottling & Distribution Company Ltd. (Coca Cola), Mwanza, Tanzania since January 2015**

*Nyanza Bottling Company Ltd., [NBCL], incorporated in 1984, is engaged in bottling & distributing Coca-Cola products and is one of the largest Coca-Cola Franchises in East Africa*

**Achievements at Nyanza**

* Built the distribution business from 370000 USD to 1 million USD per month.
* Reversed losses to profits, driving 20% YOY revenue gains through 2015 and profitability at over 20% of revenue total.
* Achieved business of 12M USD through tire sales with a net margin of 15%
* Achieved business worth 7M USD in the sale of auto spares with a margin of 38%
* Contributed in achieving record turnaround time of vehicles; improved the same by 40%
* Played a major role in improving on time delivery by 50% Improved truck utilization from 60 to 90%
* Reduced inventory levels by 15%

**Improvement Projects at Nyanza**

* Introduced new business vertical in Transport business – Developed 32 major customers for distribution of agricultural and FMCG products across Tanzania.
* Introduced training of logistics staff and mechanics on load planning, route analytics, tracking of trucks.
* Introduced GPS on all trucks.
* Introduced computerization (ERP based Workshop Maintenance System.)
* Improved cost effectiveness by procuring spares from Turkey, Emirates, Dubai, China.
* Modernized and revamped the warehouse.

**General Manager**

Reporting to Director

Managing a team of local and expatriate employees

Managing administrative staff, sales team, security guards, drivers, workshop managers and other logistics staff and the business development team

Heading logistics and distribution operations of the group in Tanzania

Managing the transportation of FMCG products, rice, maize and agricultural products for the company and for various external customers across Tanzania.

 Overseeing the workshop, the largest in East Africa spread over 100,000 sq ft with a capacity of handling over 300 trucks / day

Volume of spares: 1.5 million USD

 **Responsibilities**

* Strategic development, budget planning and marketing.
* Monitoring warehouse operations, fleet & workshop management.
* Developing the sale of spares, consumables and tyres.
* Identify and develop customers for transportation business.
* Ensuring effective customer management and retention.
* Managing advertising and promotional campaigns.
* Ensure cost effective and profitable operations for the company’s truck fleet.
* Create & update fleet policies and procedures including safety standards (OSHA).
* Ensure company compliance with policies and procedures

**Hyundai Glovis India Ltd., Chennai November 2011 to December 2014**

*A group company of Hyundai Motors, Glovis India is in the business of car transportation*

**Assistant General Manager-Operations**

Reporting to Senior G.M.

**Achievements at Hyundai**

* Contributed in improving turnaround time by 20% and on-time delivery by 30%
* Tapped the Transport business on National basis by opening 4 new regional offices across the states resulting in business worth 1M USD in the inaugural year itself with a net margin of 18%
* Developed new business from major clients like Wipro for Towers and DIESL for FMCG products resulting in increase in revenue and maximum utilization of fleet
* Ensured high levels of satisfaction with company’s product and service standards among key customers
* Achieved substantial cost savings by providing customized optimized transport solutions.

Managing fleet logistics of 200 car carrier vehicles with capacity of 12 cars per truck

Directing pan India distribution from factory at Chennai to 120 dealers pan India

 Average dispatch: 58 to 60 carrier trucks per day.

**Responsibilities**

* Develop policies, programs and procedures for efficient operations of transportation system for Hyundai which is the 2nd largest car manufacturer in India
* Manage dispatch operations at the company‘s open warehouse of 300 acres
* Managed multi location fleet and maintained vehicle facility in line with high security procedures
* Monitored and managed daily movement of import and export containers, ensured service delivery is in line with agreed targets and customer expectations
* Implemented measures to improve service and provided competitive advantage for the company
* Led identification and management of resources to maximize volume opportunities
* Oversaw vehicle maintenance, MOTs and tax payments, vehicle replacement policy, OH&S activities and audits

**Liugong India Pvt. Ltd., Chennai December 2008 to October 2011**

*Chinese multinational LiuGong ranks as one of the largest construction equipment manufacturers in the world*

**Achievements at Liugong**

* Played a major role in reducing inventory levels by 25% and improving inventory turns by 12
* Developed a business worth 100 crore INR for spare parts on national basis with a margin of 30%
* Implemented an overall warehousing and supply chain strategy aimed at improving efficiencies in supply chain metrics
* Reinforced improvements in the 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.
* Recognized by management for outstanding warehousing and service delivery operations.
* managed the entire transportation needs and consistently surpassed business targets
* Facilitated substantial cost savings through negotiation of warehouse rents, effective transport mix design, and stock non-conformance reduction

**Assistant General Manager – Operations**

Handled inventory worth over Rs. 100 crore of equipment & spares

**Responsibilities**

* 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.
* Liaison with shipping companies and C&F agencies.
* Handled imports, transportation tracking, customs clearance procedures, and on-site delivery processes
* Monitoring planning and scheduling of manufacturing and supply to project sites pan India.
* Contract management of outsourced partners & global supplier base engagement relating to lead time and quality.

**Sical Logistics Ltd., Ennore, Tamil Nadu March 2005 to November 2008**

*Leading integrated logistics solutions provider with presence in all major ports of India.*

**Manager – Operations**

**Achievements at Sical**

* Spearheaded maintenance of Pay Loaders, Excavators, Dozers and Tippers.
* Ensured availability of vehicles for daily operations while managing within budget constraints to ensure long-term viability.

Handling coal shipments by sea from Australia and Indian mines of 70,000 metric tons a day

 Handling the road transportation of coal, managing a fleet of 60 trucks (trippers) from Ennore Port to Chennai for the Tamil Nadu State Electricity Board

Provided strong leadership and technical expertise in implementing maintenance and continuous improvement programs

**Tamil Nadu State Transport Corp. Ltd., Vellore, Tamil Nadu May 1990 to March 2005**

**Achievements at TNSTC**

* Managed daily dispatch operations of 2500 passenger vehicles in coordination with the central workshop department, supervised 360 personnel. Equipment handled included mechanical, hydraulic and electrical machinery in the workshop.
* Led terrific improvement in kilometers per liter and targeted earnings per kilometer; tire maintenance and mileage.

**Branch Manager**

 Managed a fleet of 2500 passenger Buses

 Maintained a centralized workshop

 Handled revenue collections

Coordinated and managed vehicle fleet maintenance

Created route plans and monitored assignment of vehicles and staff.

Evaluated incident reports and implemented measures to reduce road calamities.

**Education**

B.E. (Mechanical) from Chennai University 1989

**Trainings Attended**

Specialization in Tyres: Institute of Road Transport

Overhauling of Ashok Leyland Vehicles: Ashok Leyland

**Key skills**

* Supply Chain Management
* Manpower Planning
* Transport Planning
* Performance management
* Team Mentoring
* Imports/Exports
* Financial Planning
* Warehousing
* Workshop Management
* Logistics
* Procurement
* Distribution Materials Management