



**TEK08021** (Oracle - 7 + Year)  
MBA

## Highlights

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- Having 7+ years of experience in Marketing and Operations / Exports & Imports of FMCG products, Pharmaceuticals International Business, and also various businesses such as Cosmetics, Herbal supplements, food products Children's games and toys, Pet products, Baby products, etc.
- Logistics of International Shipping (Air and Sea). Global Supply Chain Management, 3PL Warehousing Management in the USA, Canada, UK, EU, and UAE. MBA in General Management from Sri Sri University with specializations a Major in Marketing and a Minor in Operations.
- Certified Data visualization with Tableau and Oracle NET SUITE Implementations. Supply Chain Process Optimization Expert Motivated Assistant Operations Manager develops and implements operational plans and schedules.

## Skills

### Primary Skills

- Inventory Management
- Logistics and Distribution
- Oracle Transportation Management (OTM)

### Secondary Skills

- GTM

### Other Skills

- Cost analysis and savings
- Supply chain Management
- Budgeting
- Team Building
- Inventory management
- Cross-Country E-commerce Operations
- Export and Import Operations
- Logistics and Distribution
- Inventory Management
- MS office
- MATLAB
- C Programming Modelling - Auto CAD
- Solid works
- Unigraphics NX 8.5
- Ansys, ICEM-CFD, and Fluent

## Projects

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### Associate Operations Manager (23 months)

- Working closely Project of with 100+ Containers (40HQ, 20GP, LCL) and Direct FBA shipments for First-mile, mid-mile, and last-mile Operations for multiple USA Amazon Seller accounts company named CAPHILL BRANDS- Consumer brands.
- Handling Team of 10 people with Supply Chain Team India with Oracle NETSUITE for First mile, Mid-mile, and Last Mile Transportation
- Supervised operations team to support operational excellence and excellent customer service.

- Taught employees how to collaborate on daily job tasks and achieve service targets.
- Trained new employees on proper protocols and customer service standards.
- Mitigated business risks by working closely with staff members and assessing performance.
- Negotiated prices and services with customers and vendors to decrease expenses and increase profit.
- Working with US Consumer Brands with inventory planning and operations involved in E-commerce, Walmart
- Working work with brands selling products in various categories such as Children's games and toys, Pet products, Baby products, etc
- Handling Freight bookings for Containers-FCL LCL, Direct FBA bookings from China to the US, EU, CANADA and UK
- Daily Tracking and reviewing for control of Inbound Freight containers and FBA shipments with ORACLE NETSUITE.
- Managed a multi-million-dollar inventory budget to drive maximum profitability by ensuring a consistent flow of inventory by effectively managing purchase orders.
- Collaborated and led process improvement teams regularly to develop a strategic direction for the categorization and subcategorization for the fiscal year based on market analytics.
- Confirmed third-party stakeholder's and contractors' compliance with contractual agreements, comparing realized costs with prime contracts to ensure adherence and communicate discrepancies.
- Managed budgets, costs, and procurement activities, utilizing financial analysis tools to identify trends, monitor adherence to set objectives, and present weekly cost reviews. This created transparency across the organization on project performance and visibility in areas of opportunity.
- Maintained an effective vendor and stakeholder relationship while ensuring all opportunities to reduce cost and improve customer experience were identified and implemented.
- Accurately projected annual inventory budgets, executed opportunities to improve key inventory metrics to drive profitability

### **Operations Associate (12 months)**

- Handled project with a team of 5 people for all Worldwide Supply Chain and Operations queries for 100 +FCL containers cross-country trade E-commerce.
- Execute supply planning strategies to meet costs and time KPIs.
- Coordinate with manufacturing and 3P W/H partners across US, EU and Middle East for order fulfillment.
- Understand and work on Amazon Seller Central and other online marketplace platforms for order fulfillment.
- Also, include First mile Operations in China and Mid mile/ last mile with forwarders.
- Keep track of shipments and inventory status and appraise stakeholders of possible issues.
- Manage vendor relationships; Troubleshoot vendor issues by coordinating with external and internal stakeholders.
- Implemented control measures to reduce costs and align with the budget

### **Assistant Manager (3 months)**

- Project management for Import Operations of Reference Listed Drugs(RLD) for Global operations majorly in INDIA worth about 100 CR and 200+ Air cargo shipments along with export documentation.
- Arranging for quotations from different logistic partners in the US, EU, Australia, and India and reviewing freight rates and other transportation costs to keep working costs low
- Maintaining quality throughout logistic processes between customers and warehouse partners.
- Arranging temperature readings for customers from logistic partners
- Coordinating activities between customer and logistic partner including making Shipping invoices, packaging, getting approval from client and logistic partners
- Maintaining a database of each shipment and tracking each shipment on a day-to-day basis
- Checking and submitting the invoice of service providers and ensuring the release of the payments on a timely basis to logistic partners, and warehouse partners & coordinating the same with accounts
- Sourcing team/warehouse/ plant for completion of transition.

### **Marketing Executive (39 months)**

- Logistics -Exports, Sri Sri Tattva Brand products -order processing in 12 international Countries for procurement to GRN and final dispatch of products
- End- to - end Coordination for Domestic as well as International orders in 33 countries
- Coordinating with all Work with Government organizations to get Merchant Exporter Certificates
- Arrange details of shipments with forwarders, and carriers as necessary for exports
- Corporate Suppliers and Vendors till final dispatch
- Export Operations of Herbal Supplements, Personal Care, Food divisions and Apparel
- Took up a project for International deliveries of products through Logistics and Freight forwarders
- Reviews freight rate air, courier, and land for the various logistics like Kerry Indev Logistics and Yusen Logistics, DHL, and FedEx
- Ensure that all documentation meets export/import regulations
- Responsible for execution of import documentation requirements for shipments, which include Letter of Credit shipments, commercial invoices, and data entry for all shipments
- Executed largest project through Sea shipment of 40 feet container to Argentina in this company
- Represented Company Brand Sri Sri Tattva in the Buyer-Seller Summit organized by the Government of Spice Board and interacted with farmer-producing organizations for exporting Spices.

### **Junior Manager Operation (5 months)**

- Marketing and Sales of Waste Managements Equipment. Facilitated B2B meetings in Various Markets like Hotel industries, Educational Institutes, Real estate
- Developers and Maharashtra Industrial Development Corporation
- I was responsible for sales and marketing of equipment and projects Set local and regional sales quotas, manages sales support staff and representatives
- Direct distribution of Organic Waste Composters
- Develop Lead Generation and follow up on business leads
- Cold call, Direct email, and generated 32 lead activities.

### **Supply Chain Management (2 months)**

- Title - Standardization of Packaging Materials for Composite Solution Business
- In Sourcing Department-Standardized Inventory by reducing 17 Stock Keeping Units- in Technical
- Fabric Department and Suggested new methods which would lead to Cost benefit Analysis of company.
- Skilled at working independently and collaboratively in a team environment.

## **Awards**

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- Member of Society of Automotive Engineers-SAEINDIA:- Zonal Coordinator of Engine Design of RoboTryst-2014 in Association with IIT-Delhi. Our team got good recognition in the -Operations Event of Symbiosis International University-Hyderabad.
- Volunteer For Better India Campaignlike teaching Computer Education for Underprivileged Children.