

# Rajesh Natamai Subram

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## Summary

A Certified PMP (Project Management Professional) having over 8 years of Project/Program management experience and over 20 years of overall experience. Managing end to end Project lifecycle including designing and development. Experience of translating complex customer needs into requirements to deliver features that provide competitive differentiation to the product.

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## Key Skills

- Project Management – Scope, Planning and Budget Management
  - Product Development – Planning, Designing, Shaping & Delivery
  - Product Auditing – Budget Management & Cost Optimization
  - Software – Upgrade, Testing & Troubleshooting
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## Educational Summary

- M.A. in Arts Degree Annamalai University Directorate Distance Education
  - Project Management Professional Certification PMI Project Management Institute US
  - Entrepreneur Development Program Professional Certification Ministry of Industry Govt Of India
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## Professional Experience

### AVS Shipping India Pvt Ltd

#### Supply Chain Project Consultant: April 2019 – Present

- Assist management with project identification, requirement gathering, scope-budget development and management and project prioritization.
- Work with business leaders to identify business needs and develop those needs into project requests
- Review proposed import/export compliance actions to ensure compliance with legal and custom requirements.
- Review business area management and IT resources
- Manage projects from approval through completion, including implementation and stabilization

### Cargo Planners Ltd

#### Manager Special Projects: August 2002 – March 2019

- Maintained & upgraded existing ERP system by liaising with developers, designers, and business system analysts
- Developed the modifications in existing finance program by identifying areas for modification
- Developed common centralized pricing program for multiple branches that improved freight cost approx. 20% - 35%
- Define and improve the operation performance efficiency via SOP set-up / re-design that reduced demurrage cost by 60% - 75%
- Implemented and monitored **Key Performance Indicators (KPIs)** for product effectiveness
- Conduct joint meetings between operation team, project manager and finance team for smooth completion of project
- Synchronized with team in fast paced environment to deliver new features and functionality
- Coordinate and discuss with customer on weekly basis on the benefits and capabilities of new product built
- Conducted research, understood customer needs, gathered product requirements, and define product roadmaps
- Supervised the on-time development and delivery of product while working with development and operation teams
- **Managed Complex & Critical Projects:**
  - ERP Maintenance and Upgrade: Upgraded ERP Logistic system Laxmi Narayan Tool to FMLS Ver 2 System
  - Centralize Pricing Model: Comprised of 4 Zone for regional managers to provide Logistics Pricing
  - Product Development & Enhancement Projects: Speeding up the Cargo life cycle from Pricing to Deliveries
  - Process Enhancement & Improvement Efforts: Systemization of Logistics and Warehousing processes based on Customs/Legal

### **Sr. Credit Control & Client Consultant**

- Collected large, targeted revenue every month from over 900 of the company accounts.
- Researched designed, implemented credit control program, tested, and evaluated new program that improved average collection period from 180 days to 60 days
- Chennai Branch 2012-2014: Re-enforcement of branch and upgraded by collaborating with operational team and led them from initial planning to the final product release
- Synchronized with team in fast paced environment to deliver new features and functionality
- Coordinate and discuss with customer on weekly basis on the benefits and capabilities of new product built
- Conducted research, understood customer needs, gathered product requirements, and define product roadmaps
- Supervised the on-time development and delivery of product while working with development and operation teams

### **Helios Finance and Investment (NBFC)**

#### **Branch Manager: Jul 1996 – May 2002**

- Fuel new business development by effectively cross-selling all banking products
- Developing relationship with new customer and client data base for the business development
- Manage all cash handling tools and investment product that help clients in achieving their respective financial goals

### **Kohli Printographics Pvt Ltd**

#### **Customer Relation Executive: Sep 1994 – Jun 1996**

- Manage all aspects of print production, brochure, news letter and poster
- Accountable for the overall quality and timeliness of production of signage
- Maintain vendor relations and sourced new partners

### **Sony Garments**

#### **Factory & Warehouse Exe: Jun 1990 – Aug 1994**

- Oversaw 27 tailoring machine operator, monitored production schedules and material and variance usage