# SRINIVASAN SHARMA C:\Users\Srinivasan\Documents\Passport Size Photo\Sri-PP.jpg

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**Brief Overview**

1. Logistics Operations & SCM Professional with 21 years relevant experience
2. Unique combination of Marketing, Technical and Accounting background
3. Master’s Degree in Marketing and Professional Diploma in Technology
4. Commended and recognized on numerous occasions for achieving targets
5. Proven leadership skills with a strong business acumen and an ability to bring about effective change in work cultures

**Experience**

### July 2018 – October 2020| Bengaluru

###  Business Head– Lead Logistics Solutions, TIL Solutions India Pvt Ltd

### • P&L <Profit Centre Head> Logistics and Warehousing

### • Strategic Planning and Management

### • Setting Standards & Practices towards Operations, Service Delivery

### August 2016 – June 20018| Bangalore

### Independent Consultant – Logistics Domain

### WMS Roll-outs in India & GCC (ASRS & Hitech State of the Art Warehousing System)

### Devising software tools for effective & efficient operations integrating networks in National level the OPS | Billing | Credit Control | KAM

### Procurement Process Planning Management

### Prepare the client organization for scaling up

### Setting & Monitoring the KPI/Performance

### Handing over the OPS system(s) to the team

###

### March 2015 – July 2016

### General Manager - Logistics

### EMMAY Logistics (India) Private Limited (a Lulu Group International, Abu Dhabi), Asokapuram, Aluva, Kochi, India

### Profit Center Head

### - P&L Ownership of Contract Logistics (ASRS Technology) Business

### - Facility & Asset Management of 7 Lac SFT in 26 Acres Logistics Park

### - Roll-outs of New LOB- Setting and monitoring the KPIs/ Performance- Prepare the organization for scaling up

### Handling Multiple Key & Large Accounts-CL for Dry & Cold Storage WH

### Jul 2008 – Feb 2015

### Senior Manager -Key Accounts Management (Service Delivery)

### SCSL (A 3PL Service Provider), Bangalore, India

### Contract Logistics

### Handling Multiple Key Accounts-Warehousing (Vertical - Project Customers|Dry & Cold Storage & ODC Shipments) under conventional and ASRS methodologies

### Continuously improving Inventory turns & Service Delivery

### Meeting Customer Service Level Agreements (SLAs)

### Roll-Outs of New Accounts in WMS

### Warehouse Management & Activities on Daily Operations

### Inventory Management

### Managing the execution of Warehouse Operations

### Keeping overall Operations Cost in line with Budget

### Inter-departmental Support to Credit Control in Receivables

### Managing staff overtime, training & replenishments

### Feb 2001 – May 2008

### Key Account Manager (Warehouse Management)

### Unifreight India Private Limited, Chennai & Bangalore, India

### Accountability

### SLA – Key Performance Indicator

### SCM – Primary & Secondary Movements

### ODC Consignments

### Space Utilization

### Inventory Turns

### Reverse Logistics

### Fleet Management

### Costing & Budget Control

### Shipments aggregation/segregation for Open Case Inspection

###  Key Accounts [IT Products]

### INGRAM MICRO

### REDINGTON INDIA

### ESYS TECH

### KOCHI LOGISTICS-IMATION, MOSEARBEAR

### June 1994 – Dec 2000

### Area Manager (Hard Freight)

**Vijayanand Roadlines Limited,** Tamil Nadu & Karnataka, India

* Handling a Team of 45 Branches & Marketing Executives
* Gaining Project LOBs of ODC c’ments
* Gaining Corporate and Industrial major accounts
* Achieved sales target of Rs.45 lac pm as a team
* Debtors Management & Extending Support to Credit Control Dept
* Regaining lost customers
* Franchisee Network Management
* Retaining existing customers by serving them at the most
* MIS and report generation
* Conducting Seminars for capturing Business Associates
* Business & Brand Promotions and its activities
* Generating leads of new customer database
* Setting Sales & Profit Target and monitoring the same for its achievement

**Education**

**MMM** (Master’s Degree in Marketing Management) **Pondicherry University, India,** 2000-2002[Specialization in SCM & International Marketing]

**GNIIT** (Professional Diploma in Networking Protocols) **NIIT, India**

1996-1999

**B.Com.** (Bachelors’ Degree in Commerce), **University of Madras, India**

1990-1994