

R Gurusankar

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PROFESSIONAL SUMMARY

- Erudite professional with commendable academic mileage and over 33 years of rich expertise in Logistics, Supply Chain Management, Multi Model Transportation, Warehousing & Distribution, Inventory Control & Materials Management, Logistics Infrastructure Management.
- In-depth knowledge of Physical layout of warehouse and understanding of space utilization and configuration, route optimization including Facility Designing, Warehouse and Inventory Audit.
- Have built successful record of results that indicates my strengths Operations Management, Project Management, Operations, Workflow Systems and Processes.
- An accomplished and result oriented professional with cross industry experience with commendable contributions towards Organizational growth.
- Development of policies and procedures to manage the Logistics to ensure delivery and optimizing cost.
- A keen planner, strategist and implementer with demonstrated abilities in premeditated solutions experience in leading major Business Houses and projects in the global arena.
- A process specialist with an in-depth knowledge and understanding of route optimization

Major Achievements in Qatar

- Developed Major projects business from the major clients (EPC contractors who are working with Kharamaa - Qatar General Water & Electricity Corporation) by providing timely services with close attention and coordination at Project Sites.
- Handled independently around 600 Transformers of Heavy Lifts of various dimensions and delivered safely at sites without any incident and more than 1000 cable drums was delivered at various locations for the expansion of Water & Electricity Projects of Qatar Government.
- The list of project customers handled by me are M/S. Siemens POD, M/S. Siemens WLL., M/S. ABB., M/S. Larsen & Toubro Limited, M/S. Hyundai Engineering & Constructions Company, M/S. Hyosung Corporation, M/S. National Contracting Company, M/S. Qatalum, M/S. Qatar Steels, M/S. Mitsubishi Corporation, M/S. LS Cables, M/S. Marubeni Corporation, M/S. Taihan Cables, M/S. Kalpataru Corporation, M/S. Hitachi, M/S. Al Khaliji Cement., M/S. FLSmidth.

Project/Feasibility study conducted in West African Countries

- Recently conducted feasibility study for setting up own container freight station/customs bonded terminal & warehouse for Sharaf Group in West African countries.
- Duration of study :- 1st November 2019 to 20th February 2020
- Countries visited :- Ivory Coast, Senegal & Nigeria
- Scope of study :- Visited major depot operators, various container terminals, Major Ports, understood the procedures & regulations for setting up off-dock facility for major principles/liners, Studied the operational procedures, identified suitable properties for long term lease/buying options, prepared Return on Investment, P & L Reports submitted to the Senior Management at Sharaf Group Headquarters.

Educational & Technical Qualifications

- Master of Business Administration (Marketing) from Indira Gandhi National Open University, Delhi, India.
- Bachelor of Science from Madurai Kamaraj University, India.
- Post Graduate Diploma in Computer Methods & Programming - AP Productivity Council, Hyderabad, India.
- Post Grad. Diploma in Marketing Management from Indira Gandhi National Open University;

Work Experience

Total Years of Experience:- 33 Years in Logistics Industry in Domestic & International Market

1. General Manager - Smart Logistics WLL. , Doha - Qatar

Period:- July 2006 to July 2019

- Responsible for Business Development, Generation of New Business including close coordination with Operations for both Sea Freight, Project Shipments, Break Bulk Shipments, LCL Cargos and various carriers in house operations.
- Responsible for Off-Dock yard operations and generation of additional avenues with Maximum space utilization.
- Vehicle route planning, optimum turn- around time & claims control;
- Movement Planning, Order Processing for dispatch and Customer Service.
- Monitor and direct the functioning of warehouses and over 75 people reporting;
- Reporting to the Group Executive Director.
- Responsible for timely invoicing and recoveries of payments from Project clients

Smart Logistics is a subsidiary company of Sharaf Group, a premier shipping/Liner Agents in Qatar having major carriers network by multifarious businesses including Freight Forwarding, Clearing, Transportation, Warehousing, Break Bulk Operations, Car Carriers, RORO Operations, Project Business of various sectors.

2. Regional Sales Manager at V-Xpress Limited. Bengaluru, India.

Period :- August 2005- June 2006

- As Head of Business Development in Express Cargo Division Group of V-Trans India Limited, direct responsible for Strategic planning, lead generation, delivery and account management providing customized cost effective solutions focus segments in Industrial sector.
- Experience includes strategic planning, lead generation and delivery and account Management.
- Evaluating customer's requirements, Project estimation and generating business proposals;

3. Regional Manager at Ghatge Patil Transports Limited, Bengaluru, India

Period :- July 2002 - July 2005

- Headed the Sales & Operations including recruitment and training of Manpower.
- Introduction of new services and value addition to clients
- Vendor/Agency Development
- Penetration of Market, Cluster wise Business Development within the Region
- Conceptualized, developed and implemented a centralized operations Hub for Material Handling and Logistics Procedures for a) Booking Point b) Delivery Point c) Transshipments Centre for Just in time deliveries to both Delivery Point & Transshipments Centre, and d) Hub Centre Management
- Creation of Master Data for Route Master/Branch Master including vendor coding

4. Hub Manager at GATI Limited, Chennai, India

Period :- August 1986- July 2002

- As a 3 PL Total Solutions provider, spearheaded the implementation of Warehouse Management Systems at the Regional Warehouses;
- Implemented International standard warehousing practices, formulated Inventory policies, Stock Accounting and developed Service Quality Index;
- Handled corporate clients, , Business Strategy formulation for Integrated Logistics Services;
- Participating, negotiating & finalization of contracts, MIS, Pricing, Budgeting & Control;
- Introduction of new routes, reduction in operating cost, introduction of vendors, Training and strict implementations of HSE policies in peer group.
- Introduction of GIFPS for easy tracking of dockets, shipments, focused on timely deliveries, co loading of shipments for Air/Sea/Rail shipments (in multi model operations) in a cost effective way.

Major Achievements :-

Successfully implemented a Warehouse Management System and Tracking system including integration with GPS and Data Logger for easy tracking/timely delivery of shipments.

Introduction of new routes and optimized the delivery time.

Core Skills/Competencies Matrix		
Details	Key Responsibilities	Performance Measures
Customer - Business roles: External - Internal	 - Held full P&L responsibility - Go /No Go decision to accept a new customer and determine the start - up date - To cope with new customer's requirements and to implement new solutions in a short period	 - P&L accountability - Customer satisfaction
Stakeholder - Business roles: Internal - Functional roles: External	 - Managing the day-to-day operations - To deliver the required service levels; - Meeting with customers to review performance and to explore new requirements	 - Achieving P&L - Implementing values
Process	 - Development of Business Plan - Measuring performance, and initiation of new improvement initiatives; - Documenting high-level business requirements; - To identify reasons for failures (if any) and to implement corrective actions to avoid re-occurrence.	 - Meeting service performance targets - Operating within cost budget; - Achieving KPI's

Honours & Activities

- ISO Auditing Course Certificate issued by Namagiri Associates, Bangalore, India
 - Transitional Auditor Certificate course issued by NABAT, New Delhi
 - Negotiation Skills, Selling Skill, Managerial Skill programmes attended in Chennai, India.
- ISO trained auditor and a member of the task for Implementation
- Achieved Best performer award from GATI in Southern Region consecutively for 3 years

Personal Information

Spoken Languages	: English, Tamil, Hindi, Malayalam, Kannada, Telugu & Marathi
Date of Birth	: 05/04/1966
Marital Status	: Married
Driving License	: Have a valid Qatar, India driving license.
Official Visits	: UAE, Ivory Coast, Senegal, Nigeria, Iran & India

References

- Key references from the Industry can be provided if needed

