

SANJIV K SHARMA

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- **Date of Birth** : 23rd August 1967
- **Residential Address** : I – 502, Raksha Addela, Gaur City – 2,
Greater NOIDA West (NOIDA EXTN.)
Distt. Gautam Buddha Nagar, U.P. – 201009.

A result-oriented Management professional with 20 + years of experience
Seeking assignment in Supply Chain Management with an Organization of Repute

AREAS HANDLED

~Supply Chain Management ~ Procurement ~ Vendor Management ~ Material Management
Project coordination

Supply Chain Management

- Preparation of RFP/RFQ, floating Enquiry, Techno commercial evaluation of Bids & Offers and finalization of Orders / Contracts.
- Expediting with local and worldwide vendors & Contract Administration.
- Adhering to Purchase, HSE, and Safety Compliances

Logistics Operations:

- Managing Logistics Operations, appointment of New Forwarders, C&F agents and Transporters, entering Rate Contracts and finalizing Contracts for Transportation of Material. Attaining advance Licenses and Compliance of Statutory Formalities with respect to Customs,
- Selection and placement of vehicles for timely and safe deliveries to meet Project Deadlines
- Cross Country Exports, High Sea Sale Agreement and Marine Insurance

Vendor Management:

- Cost Savings
- Vendor Evaluation, Contracts / Long Term Partnerships with Local and Foreign Vendors

SAP / ORACLE

Purchase Orders, Goods Receipt

CORE COMPETENCIE

Planning, Cost Reduction, Team Handling

- Supply Chain Management involving Material Planning for Lifting and Delivery
- Improved vendor performance through continuous vendor performance evaluation
- Cost saving through Collaboration in Innovative Transport Solutions for small as well as ODC Consignments.
- Handling of OD, SODC, OW consignments & Route Survey for timely delivery

PROFESSIONAL EXPERIENCE

Presently working with Vishwa Samudra Shipment Services Pvt. Ltd. since May 2017 as Manager Supply Chain - Logistics

Vishwa Samudra Shipment Services Pvt. Ltd. is a Flagship Company of Navayuga Group / Krishnapatnam Port Company Ltd. Headquartered at Hyderabad, primarily dealing in Freight Forwrding and Trading of Imported Coal, and Steel Scrap.

Job Profile: Manager Supply Chain - Logistics

- Floating RFQ, Negotiation of Freight Charges, and Order Finalisation
- Expediting with domestic as well as overseas vendors
- Logistics Operations Management . make sure shipments are moving as planned, tracking deviations if any and keep Management informed accordingly
- High Sea Sale Agreements
- Cross Country Export etc.
- Liaising with Ministries as and when required.

Previous Assignments

Air Liquide Global E&C Solutions India Pvt Ltd.

Dec 2007 till Mar 2017

Air Liquide is the world leader in gases for industry, health and the environment. The Group offers innovative solutions based on continuously enhanced technologies and produces gases (oxygen, nitrogen, and argon) many other gases including hydrogen.

Job Profile: As a Supply Chain Dy. Manager - Logistics

- Freight tendering, freight contracts
- Handling the complete logistic operations from origin to delivery point, Domestic, Import / Export & Cross Country Movements and High Sea Sale Arrangements for Local as well as Global Projects.
- Expediting with domestic as well as overseas vendors
- Handling Advance Licence Matters.
- Soliciting bids, securing quotations from vendors, analysing the proposals technically and commercially after performing value and cost analysis for the concerned Project Centre.
- Logistics related SWOT analysis and feed back to Project Management for taking appropriate provision for Risk cost and Tentative Mitigation plan.
- Generating MIS reports and submitting the same to the Higeer Management for Critical decision-making and Exercising Leverage on Transportation Spend. Preparation and submission of flash reports to Global Reporting Manger
- Selecting vendors based on Best Safety practices with consistent record in achieving the highest standards in safety.
- Organising Route Surveys, Review & Finalization of Route to be followed
- Ensuring proper documentation for inward materials, spare parts and consumables and check for variances by conducting stock verification.
- Handling CHAs (Custom House Brokers), Freight Forwarders, and Transporters
- Tracking of All import and Domestic consignments

Achievements:

- Nominated as a logistics Expert for Handling of heavy lift shipments (OWC & ODC)
- Appointed as the Shipping Manager For Global Projects like GASAL Yango (U.A.E.), HPN Banggai (Indonesia), LILO Pune etc. from India comprising of Export / Import from / to India, Cross Country Export, Marine Insurance, Expediting with Overseas Vendors, Freight Tendering and their appointment etc.
- Successfully shifted local factory from Hyderabad to Ras-al Khaimah, U.A.E.
- Was able to settle Marine Insurance Claims with United India Assurance Company and TATA AIG

NARU LOGISTICS INDIA (P) LIMITED

MAY 2006 . NOV 2007

(The Company is a 100% subsidiary of Korea based, Naru International Co. Ltd. and is engaged in providing Global Logistics Solutions to various companies.)

Job Profile: As a Assistant Manager - Marketing & Operations

- Business Development
- Logistics Operations Management . make sure shipments are collected, custom cleared and moving as per plan advised to customers
- Reporting daily shipment status to customers

RTG LOGISTICS (P) LIMITED

NOV 2000 . APR 2006

(The company is engaged in Custom Clearance and Freight forwarding, having branches at Mumbai, Chennai and Ludhiana and worldwide associate offices.)

Job Profile: As Assistant Manager (Export/Import Logistics)

- Business Development
- Logistics Operations Management . make sure shipments are collected, custom cleared nd moving as per plan advised to customers
- Reporting daily shipment status to customers

RISHI ENTERPRISES

MAR 1995 . OCT 2000

(A reputed custom clearing agency)

Job Profile: As Sr. Executive . Marketing

- Business Development
- Client Relations

DABUR INDIA LIMITED (Pharmaceutical Division)

OCT 1993 . FEB 1995

Job Profile: As Marketing Services Officer

- Back Office Support

ELBEE SERVICES LIMITED

JUL 1990 . SEP 1993

Job Profile: As Executive . Marketing

- Business Development
- Client Relations

ACADEMIC CREDENTIALS



- 1990 PGDBA from IPM, Ghaziabad
- 1987 B.com from Delhi University

TRAININGS AND IT SKILL



- Working knowledge of SAP and Oracle based ERP, MS Office.

References:

- Mr. Sumanjeet Kumar . 8700661666
- Mr. Susheel Bhatia - 7093863111