



# RAJ PAL SINGH

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Targeting senior / managerial roles in **Logistics & Transportation & SCM** with an organization of repute.  
Preferred Location: **UP/ Delhi-NCR, or Any where in India**

## PROFILE SUMMARY

- **MBA in Finance & Marketing**, offering nearly **12 years of experience in Logistics & Transportation Management, Warehouse Management, Supply Chain Management, and Vendor Management**
- Rich exposure of working with **international clients**; catered to clients based in **USA, Australia, South Africa, Nepal, Bhutan, and so on**; expertise in operations & documentation in pre & post-GST era
- Worked as the **Plant SCM Head at Jubilant Agri & Consumer Product Ltd at Sahibabad, U.P** , and managed **Logistics, Store & purchase (SCM)** related activities worth **INR 35-40 Cr per month**
- Proficient in developing & implementing **demand/ supply management solutions** that drive improvement in **top-line & bottom-line** performance and overall business results; **experienced in planning & achieving effective costing system resulting in cost reduction, business process and procedures for improving performances**
- Excellence in **achieving enhanced supplier operational performance and reduced costs, higher quality & improved lead times**; **expertise in primary & secondary logistics** to arrange vehicles on-time, thereby **eliminating delay in supply of RM/ PM & dispatch from factory, depot, warehouse, stock yard or retail customer.**
- Experience in executing best practices in **SCM management that create innovative solutions leading to better production & customer service**, using progressive **strategic planning, leadership & management skills**
- Expertise in **Vendor Development, Negotiation, Procurement & preparing agreement & floating tenders** and **RFQs/ RFPs** to acquire the **best Vendors & transporters**; **skilled in procurement & logistics methods**;
- Effectively managed **Store**, and the **company's warehouse & stock yards through methods of required material of JIT process.**
- An excellent communicator with **strong analytical, logical, and interpersonal skills** to relate to any level of business & management; capability to work under pressure and meet deadlines.

## CORE COMPETENCIES

Logistics & Transportation

Store/RM/PM

Procurement

Warehouse/ Store Management

Cost Savings

Tenders / Bidding

Material Management

Vendor Management

Team Management / Leadership

## NOTABLE ACCOMPLISHMENTS ACROSS THE CAREER

### At Jubilant Agri & Consumer Product Ltd.:

- Introducing **new vendors for reducing cost of procurement** of Raw material & Packing material.
- **Negotiation** with transporters **to reducing freight** & provide better services.
- Maintain proper inventories to **eliminating loss of production** with **limited resources.**
- Deployed the **dedicated vehicles** for local movement , to reduce freight cost by **Rs. 24 Lacs** annually.
- Monitors the **performance of suppliers**, assessing their ability to meet **quality and delivery requirements**; **identifies and qualifies new suppliers** in collaboration with other departments.
- Develops policies to **increase efficiency** throughout the supply chain while ensuring quality & safety; **implements subsequent changes to process.**

- Developed **trailertrucks** instead of Taurus vehicle for our stock transfer and **increased the volume of dispatch** .

#### At DCM Shriram Ltd.:

- Implemented **JIT** delivery, and tracked the same through **GPRS** or **other communication methods** with the transporters to deliver material to customer, within the schedule timelines or using **3PL logistics**; **reduced the transit time by 50% through implementation of the same.**
- Deployed **big close-body trucks**, and introduced **multi-point delivery instead of single/ double-point deliveries**, to **reduce the freight cost by INR 1 Cr. approx.** and increased the quantity of dispatch by **maximum space utilization in trucks**; received the **Best Dispatch Award** for the same in 2019.
- Added **4 transporters to increase the freight dispatch rate and reduce monopoly**; fixed the transporters through **tenders of 1 year**, and **consolidated the payments** as well.

#### At Everest Industries Ltd.:

- Acted as **In-charge for the depots & warehouses** in the **North Zone** and regularly monitored the **stock to maintain necessary levels of the same**; ensured proper maintenance of the depots/ warehouses.
- Prepared & maintained export documents like **Annexure-IV, ARE-1, ARE-2, Letter of Origin, and so on.**
- Maintained **the stock of finished goods** and checked the **physical inventory on SAP inventory** on a regular basis to eliminate possible gaps.
- Managed **Primary Logistics** by **planning the transportation of 75-80 vehicles per day including indentation, vehicle planning, route planning, on-time delivery, and customer satisfaction** for material quality.
- Monitored & managed **Secondary Logistics from depot / warehouse / stockyard** to the end customer.

### TECHNICAL SKILLS

- SAP SD
- BAAN IV
- MS Office

### ORGANIZATIONAL EXPERIENCE

**Deputy Manager (Plant SCM Head) at Jubilant Agri & Consumer Product Ltd, Sahibabad, (U.P.)**

**Nov'21 - till date**

#### Key Result Areas:

- To collaborates with other departments and stakeholders to identify and maintain resources needed to establish and provide an effective supply chain.
- To coordinate with marketing & sales team, to execute dispatch order timely, also we are the part of promotional scheme meet to increase sale.
- Develops and maintains detailed inventories of materials and supplies located in the company, at sites, and in the factory.
- Maintains required quantity of supplies and materials to optimize production.
- Analyzes current inventories and procedures; suggests improvements to increase efficiency of supply chain and profitability for the company.
- Develops policies to increase efficiency throughout the supply chain while ensuring quality and safety; implements subsequent changes to processes.
- To handling of logistics operation and documentation of chemical/HAZ-CHEM like Toluene/ Acetone/ VAM & etc.
- Identifies optimal shipment and transportation routes with attention to consolidation of warehousing and distribution.
- Assesses the need for material-handling equipment and staffing; makes recommendations to ensure efficient loading, unloading, movement, and storage of materials.
- Negotiates prices for raw material and delivery with suppliers, vendors, transporters and/or shipping companies.
- Participates as an advisory member of the product development team, providing information and guidance on availability and cost of supplies and materials.
- Well versed in handling of domestic movements of Chemical (Liquid & Dry) within Industry.
- To have knowledge of domestic trucks like turus vehicles/ close body trucks/ Container and tanker capacities.

- Acts as part of the team coordinating engineering changes, product line extension, or new product launches to ensure timely and orderly material and production flow transitions.
- Performs to related duties as assigned like Scrap management, Transportation management, Execution, GST & etc.

## **Assistant Manager (Plant Logistics Head) at DCM Shriram Ltd. (FBS Plant), Bhiwadi, Rajasthan**

**Apr'17-Oct'21**

### **Key Result Areas:**

- Managed 3 warehouses & 2 JOCs and led a team of 64 members
- Led logistical & reverse logistical functions for product life cycles, including acquisition, distribution, internal allocation, and delivery & transportation of the products
- Collaborated with cross-functional departments to integrate logistics with customer sales, order management, accounting, and dispatch
- Analysed the financial impact of proposed logistics changes such as routing, transportation modes, product volumes, mixes and carriers
- Directed the development of SOPs on outbound logistics, policy formulation & implementation; formulated daily dispatch plans as per the marketing orders, and circulated the same to all the concerned persons; prepared invoices and dispatch documents on SAP-SD as per the statutory laws & guidelines
- Invited & motivated new transporters to file tenders quote rates through RFQ; floated bids & tenders for the same; negotiated to reduce freight and controlled the overall freight charge
- Acquired new contracts, analysed the logistical problems and procured new solutions to augment business
- Developed SOPs & packaging methods to minimize reordering, short supply and breakage issues
- Conducted Root Cause Analysis with CFT and prepared action plans to minimize the gaps
- Managed & updated the inventory of the finished goods inventory WM and Barcode system
- Monitored the quality, quantity, cost & efficiency of the vehicles' movement and storage of goods
- Ensured adherence to all statutory compliances with the relevant status as per Sales Tax, and maintained proper documentation for the same
- Monitored & followed up with the transporters for the delivery of the materials at the destination
- Administered & supervised the manpower activities and assigned duties to the subordinates as required

## **PREVIOUS EXPERIENCE**

**Officer – Dispatch & Logistics at Everest Industries Ltd., Roorkee, Uttarakhand**

**Oct'12-Mar'17**

**Warehouse Executive at Maral Overseas Ltd., Noida (U.P)**

**May'10 – Jul'12**

## **SEMINARS / CONFERENCES**

- Participated in Contemporary Issue in Management Organized by Jagannath University, Jaipur
- Participated in Seminar at National Networking Job Program in Delhi
- Material Handling Training Program conducted by MACE, Manesar, Gurugram
- Delivered SCM Training Program as a Guest Lecturer in Quantum Global Business School, Roorkee, Haridwar

## **ACADEMIC DETAILS**

- MBA (Finance & Marketing) from JIMS, JNU, Jaipur, in 2010 (with 69.7%)
- B.Sc. (Bio) from Agra College, Agra, in 2007

## **PERSONAL DETAILS**

- **Date of Birth:** 29th March 1987
- **Passport No.:-** N3316832
- **Languages Known:** English, Hindi, and BrijBhasha
- **Present Address:** F/A-157, Lajpat Nagar Near Ambey Hospital, Sahibabad, Ghaziabad-201005
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