

CORE COMPETENCIES

~ *Techno-commercial Operations*

~ *Sales & Service Operations*

~ *Purchase*

~ *Negotiation*

~ *Logistics & Freight Management*

~ *Accounting*

~ *Inventory Management*

~ *Vendor Management*

~ *Process Improvement*

~ *Warehouse & Inventory Management*

~ *Project Management*

~ *Customer Support*

~ *Team Management*

ACADEMIC DETAILS

- **Master in Finance and Control** (Equivalent to MBA-Finance) from University of Rajasthan, Jaipur in **2010**
- **B.Com. with Advertising And Sales Promotion** from Subodh College, University of Rajasthan, Jaipur in 2007

PERSONAL

DETAILS

Date of Birth:

Sept, 16th 1986

Languages Known:

Hindi, English

Address:

63/79 Pratap Nagar, Sanganer, Jaipur (Raj)-302033

SHARAD VIJAY

✉ sharad.vijay86@gmail.com

📞 +91 7023889999

SENIOR MANAGEMENT PROFESSIONAL – Commercial Operations

Strong record of contributions in streamlining logistics & commercial operations, procurement, invigorating businesses & improving systems and procedures; targeting assignments in **SAP, Commercial Operations, Finance & Accounts** with an organization of repute, **handled teams of various departments as plant head in commercial aspects and Heading Purchase Department**

PROFILE SUMMARY

- **High-energy, focused professional with over 11 years** of experience in **Logistics Operations, Sales & Accounting, Commercial, Purchase and SAP functions**
- **Heading yarn procuring for Denim Division.** Here continuously looking for purchase requisition from Marketing and Production Planning Department. **Float enquiry and taking quotes from market/ vendors, negotiation, placing order and follow-up** till it reaches to plant. Also if any issues in yarn then **understand the problem and communicate the same to vendor. Settlement or return depending on issue.**
- **New Vendor introduction, new product introduction**
- **Market Research , Future Anticipation for raw material price/ purchase**
- **Generation of inventory report and its review**
- **Give costing to Marketing for yarn for pricing determination,**
- **Experience of handling Plant Commercial with teams of various departments- Raw Material, Finished Good, MIS, Billing and Dispatch, IT, HR, Wastage, Store**
- Expert at **handling various departments and their respective teams, , managing commercial functions, warehouse management, budget preparation, sales accounting functions** (vendor claims- CFA, transporters etc, employee travel expense claims, inventory management, statutory matters, **logistics functions**), **vendor negotiations and appointment, debtors management, credit control, administration and team management**
- Proficiency in handling **commercial operations including developing contractual terms / conditions** for procurement and honed skills in working with the suppliers
- Skilled at **day-to-day operations on SAP / BHP/ HANA;** involved in **New warehouse development** as per the needs to company and **smooth shifting**
- Exhibited excellence in effectively managing **cost effective supply chain solutions;** achieving significant savings through innovative solutions like Sales Functions, Forecasting & Budgeting
- An innovative & result-oriented professional with strong communication, interpersonal and negotiation skills

WORK EXPERIENCE

Since Mar'22 || Sangam India Ltd

Plant Commercial Head- Mar, 22- July, 22

Purchase Head- Yarn Denim Division- Since June, 22

-

Apr, 11-Mar, 22- Asian Paints Ltd

Commercial Executive

Key Results Area

- Managing CFA and Transporters for ensuring proper and timely delivery for material Implementing plans for cost reduction in shifting of material in plant; implementing MOQ in Store; IT development to track plant working through SAP; Development of Warehouse Infra;
- incoming / outgoing materials, ensuring stringent adherence to quality standards, norms & practices
- Creating MIS reports, Control Reports -Overhead, Freight, Barcode
- Giving speedy resolution of queries & grievances related to accounting, balance issues, payments and pending forms, maintaining excellent relations with vendors/ dealers
- Conducting hazardous material/safety training and mock drills for employees (including cfa, transporters)

Highlights:

- Yarn Purchase for Denim division
- Headed warehouse team & obtained timely delivery of materials at favorable terms to ensure smooth warehouse operations
- Got build New warehouse as per the requirement and shifting done from old warehouse with without loosing billing a single day
- Brought a reduction of warehouse transport costs on volume basis by changing the charging method, delivery cycle and by maximizing truck loads previously under utilized
- Proposed various methods to cost saving and implementation is in process
- Enhancing warehouse storage space
- Upgradation of data management system