



Jagadisha V

📍 Bangalore, Karnataka 560090

☎ +919620471017

✉ jagdishjagu357@gmail.com

OBJECTIVE

Senior Level Manager with 10 years of Managerial Experiences. Strong strategic planning and people management skills. Experienced Operations Manager successful in process improvement, Warehouse management, Inventory management and Transport management. (Primary – Secondary and Last mile) Remains calm and poised even in high pressure situations. Leverages in depth knowledge of industry trends and shifts to offer valuable insights on opportunities for new growth and expansion. Professional with strong leadership and relationship building skills.

SKILLS

- Procurement specialist
- Product replenishing
- Inventory Control
- Administration and Accounts Management
- Warehousing & Logistics Management
- Materials & Inventory Management
- Key account Management
- Transport Management / Fleet Management
- Pricing and Expense Control
- Material accountability
- Expense allocation
- Material Distribution planning
- Manpower management
- Skilled multitasking ability
- Excellent Time Management
- Asset Management
- Customer Service
- Reverse Logistics
- Staff Training
- P&L Management
- New Business Development
- Operation Start-up

TOOLS

MS Excel – Power Point – MS Word – SAP – ERP – Payroll Management

PROFESSIONAL EXPERIENCE

Sr. Manager Sales & Operations - PAN India (Reverse Logistics) M/s. Bizlog Value Chain (Delivery Ontime Logistics Private Limited) (July 2021 to Present)

- Manage the **implementation** of a continuous improvement culture of all related **operational projects** and Ensuring operations functions as per **TAT**.
- **Received and count stock items, and record data manually or using the customized software. Packed and unpack items to be stocked on shelves in stockrooms, warehouses, Palletization or storage yards. Arranging materials as per the FIFO. Verified inventory computations by comparing them to physical counts of stock, (Inward v/s Outward) and investigate discrepancies or adjust errors.**
- Develop the proper governance, **KPIs, targets, and reporting** model that generates insight and proactively identified potential issues in a real-time fashion.
- **Responsible** for developing a strategy that aligns with overall Regional and Company goals.
- Interface directly with various key contacts at customers and suppliers Building and **maintaining strategic planning** partnerships with all impacted business units.
- Provide a **leadership** role in developing and executing major initiatives that will transform the **Repair and Return Logistics Supply Chain**.
- Drive programs to introduce and drive efficiency, cycle-time reduction, and **cost control** in the product return/ reverse logistics network.

- **Administers** company policies, including quarterly performance reviews that directly affect subordinate employees.
- Generates necessary **documentation**, including activity/**status reports**, operation review input, and excess/obsolete analysis
- Drive team's **performance** reviews
- **Manage end-to-end returns** processes from **the RMA authorization** through freight returns, returned goods processing, and disposition of returned products including scrap and damaged goods sales.
- Collaborate with 3PL partnerships in the **Returns Processing Center (RPC) Network** to drive continuous **improvement and operational and cost efficiencies**.
- **Manage a team** of **Reverse Logistics Field Specialists** HUB managers and **Reverse Logistics Analysts & KAM's**.
- Seek industry and organizational best practices; **determine the value and drive change** where appropriate to gain efficiencies.
- Leverage data to **develop business** impact reports that help **reduce costs, increase productivity, and improve customer satisfaction**.
- Ensuring **operations of buyback, advance exchange, external audits** of clients across Pan India.

Sales Consultant

M/s. Unostar Value Chain Private Limited

(February 2020 to June 2021)

- Responsible for new **sales development** for warehousing, In-plant Operations, and domestic distribution services.
- Led sales calls with team members to establish **sales and customer relation goals**.

Business Head Logistics

M/s. Innovate IQ Global Services Private Limited

(September 2019 to December 2019)

- Responsible for new **sales development** for warehousing, In-plant Operations, and domestic distribution services.
- **Implement automated tracking** of Employee Transportation and tracing for customers to eliminate the need for duplicate data entry and to provide real-time status to customers.
- Negotiate and present the best possible **costs and solutions** to meet customer requirements for plan "A" and plan "B"
- **Team improvement** and **SOP** to meet customer needs and streamline the workflow.
- **Planned and executed** sales department improvements, updating the company's approach to **marketing cost analysis**, presentations and territory establishment

Manager Operations – Warehousing and Logistics

(July 2015 to August 2019)

- Monitoring **Inventory level**, Invoicing, **GRN-Inward & dispatches** using **SAP WMS Software** on a day-to-day basis.
- Responsible for sending customer rejection & warehouse rejection to plants by doing return transactions in **SAP**.
- **Maintained customer's KPI**, to assure better service level, including **manpower calculation** based on throughput consideration and load to distribute productivity with required manpower.
- **Monthly MIS** including **operation report, MMM (monthly manager meeting) report, P&L report** flow for top management.
- Direct supply to Honda Motor Cycle & Scooters India Private Limited, Customers – **Endurance Technologies Ltd, Minda Groups, NRB Bearings, SSWL Ltd**, etc. as per the **schedule / Order**.
- Maintains physical condition of warehouse by **planning and implementing** new design layouts; inspecting equipment; issuing work orders for **repair and requisitions** for replacement. Achieves **financial objectives** by preparing an **annual budget; scheduling expenditures; analyzing variances**; initiating corrective actions.
- Increased monthly staff retention rate by 60% after **implementing new training programs**.
- Oversaw a **branch team** consisting of 20+ customer service representatives and 10+ personal bankers.
- Supportively **directed a team of 30 Relationship Managers**.
- Reviewing various **MIS reports** & ensuring that **proper data is captured**.
- **Maintain Profit & Loss** of all projects to keep business in profit maintaining through negotiation with transporter, Suppliers, Sub-Vendors, and outsource service providers.
- **Overall Supervision, Developing Budgets, Safety Management, Developing Standards, Managing Processes, Surveillance Skills, Inventory Control, Reporting Skills, Analyzing Information, Equipment Maintenance, Judgments**.

Assistant Manager Logistics (July 2014 to June 2015)

- **Handled Primary Transportation** (35+ Own Fleets), vehicle tracking, Placement of vehicles at customer point, planning of vehicles based on the consignment, vehicles En-route expenditures, arranging loads, Vehicles documents, Vehicle's maintenance & **Vehicles P & L report.**
- Handled Robert Bosch Project - **In-plant Store Operations using SAP WMS software** in maintenance stores.
- Handled Waluj Aurangabad branch as a Branch Manager mainly in **the transportation dept.** & involving in company profit & utilizing vehicles 100% with a mix up part loads & **reconciling Exp v/s income.**

Senior Officer

M/s. Viskan Logistics Services Private Limited (July 2013 to June 2014)

- **Responsible for MRO** (Maintenance, repair & operations) of all branches.
- **Maintaining and updating** RFQ's Log as per company procedure.
- **Built a motivated warehouse team** of [75+] well-trained staff.
- Involved in **purchasing warehouse equipment** or warehouse requirements (heavy racks for stacking, floor marking,
- Arrangement's safety signage, complete infrastructure, and **procurement handled) warehouse development** based on the materials.
- Handled project-wise **P&L accounts EXP V/S BILLING.**
- **Handled software** of Himalaya drugs company complete roll-out project PAN INDIA.
- Developing and implementing **purchasing** strategies.
- Managing daily purchasing activities, **supervising staff and allocating tasks.**
- Managing supplier relations and **negotiating contracts, prices, timelines, etc.**
- Maintaining the **supplier database, purchase records, and related documentation.**
- Coordinating with **inventory control** to determine and manage inventory needs.
- Managing **the maintenance of office/manufacturing equipment and machinery.**
- Ensuring that all procured items meet the required **quality standards and specifications.**
- **Preparing cost estimates and managing budgets.**
- Working to improve **purchasing systems and processes.**

Admin Office Assistant

M/s. Viskan Aviation Private Limited (Feb 2010 to June 2013)

- **Planned and coordinated** cargo handling and materials for board meetings, committee meetings, and staff events.
- Created detailed **expense reports** and requests for **capital expenditures.**
- Coordinated **domestic and international travel arrangements**, including booking airfare, hotel, and transportation.
- **Monitored/prepared** contract employees' payroll, statutory benefits using PAYROLL software. Labor Compliance management.
- **Invoice processing, purchase orders, expense reports, credit memos, and payment transactions.**
- **Managed payroll** for an organization of [3000 to 5000] personnel

ACADEMIC PROFILE

CV Raman University
MBA HR & Marketing

CV Raman University
B.com Commerce

Kayaka Institute
Diploma Hardware and Networking

NMIMS University
Diploma Supply chain management

LANGUAGES

English, Hindi, Kannada,
Telugu & Tamil