**BHARAT M. RAWOOL**

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**Location Preference: Any Country / Mumbai / Pune**

**LOGISTICS OPERATIONS | FREIGHT TRANSPORTATION | CUSTOMER RELATIONS**

Profile Summary

* **A performance driven professional** with over 7 years of experience in steering logistics operations and coordinating comprehensive logistical and reverse logistical functions with expertise in **S & OP, Freight Management, GPS & RFID Project Monitoring, Vehicle & Traffic Safety and marketing activities**
* **Communicated and coordinated with superiors** to identify and locate needed gear that was crucial to operational success
* Collaborated with other departments to **integrate logistics with business systems** **or processes,** such as customer sales, order management, accounting, or shipping; analyzed the financial impact of proposed logistics changes such as routing, shipping modes, product volumes, mixes and carriers
* **Defined channel marketing strategy**, including development of channel marketing activities in accordance with overall business goals and objectives
* **Provided in-depth analysis of markets**, industry trends, competitors and clients to improve strategic planning and decision making
* **Possess people-friendly & interpersonal skills** in problem-solving & organizational capabilities; proven capability to deal with people & willingness to learn new things

Core Competencies

**~ Logistics Operations ~ Strategic Planning ~ Vendor Management**

**~ Freight Transportation ~ Customer Relationship Management ~ Cost Control Initiatives**

**~ Import / Export Shipment ~ Team Building & Leadership ~ Channel Management**

Organisational Experience

**Since Jan’12 with Ambuja Cements Limited (ACL), Mumbai**

**Growth Path:**

**Territoty Sales Officer-(Marketing Executive)** Jan’12 - Apr’16

**Logistics Project Manager - (Assistant Manager (Logistics))** May’16 – Feb’19

**Plant Logistics Head-(Deputy Manager(Logistics))** Since Feb’19

**Key Result Areas as (Plant Logistics Head):**

* Plan and schedule dispatch program as per the monthly and daily target
* Strategically plan and manage logistics, transportation and customer services
* Direct, optimize and coordinate full order cycle
* Liaise and negotiate with suppliers,retailers and consumers
* Keep track of quality, quantity, stock levels, delivery times, transport costs and efficiency
* Arrange plan routes and process shipments
* Resolve any arising problems or complaints
* Supervise, coach and train team(Current handling a team of 5 people)
* Meet cost, productivity, accuracy and timeliness targets
* Maintain metrics and analyze data to assess performance and implement improvements
* Monitoring Logistics Projects like GPS ,RFID, E passport ,Driver Management Center.
* Daily meeting with Team and Tranporters regarding Safety Talks and Dispatch Targets.
* Comply with laws, regulations and ISO requirements

**Key Result Areas as (Logistics Project Manager):**

* Managing daily shipments to customer as per company’s quality standards and maintaining accuracy and integrity of all logistics information to increase in customer satisfaction levels
* Investigating and addressing inventory discrepancy with third party freight forwarder in a timely manner; conducting periodic cycle counts and bi-yearly annual stock takes
* Preparing quotations / freight memos and issued invoices; designing MIS reports as needed by management
* Driving the development and cultivation of positive business relationships with the company’s logistics customers and vendors; directing pricing and performance reviews to identify service to manage costs
* Administering all the aspects of logistics and delivery of services; providing services to existing customers and managing all aspects of customer relationships
* Implementing various measures to ensure that the products are readily available as and when required by the distributors / retailers
* Leading and monitoring various projects related to S&OP, GPS, RFID,etc to complete the projects successfully within time and budget with the resources available and maximizing the operational result and profits
* Coordinating with plant officials on operational issues on day-to-day basis and escalating same to Chief Marketing Officer (CMO)

**Key Result Areas as (Territoty Sales Officer):**

* Monitored channel sales, marketing & operational activities; implemented strategies to maximise channel sales & collections to increase channel business
* Implemented various measures towards the execution of go-to-market strategy for product for entry into new markets with focus on the achievement of strategic organizational goals
* Led business planning and performance management of channel partners, including development and execution of joint sales plans, local area marketing and held constructive meetings
* Performed monthly sales forecasting and competitive analysis to determine accurate performance levels and need for growth into current and additional vertical markets and product categories

**Highlights:**

* Achieved the following:
* Shoot for the Stars Award (thrice), in the financial year 2014-2015
* Best Performer – Mumbai & Second Runner up at National Level at Ambuja’s Drive Meet (Steering ka Baadshaah)

IT Skills

* MS Office (MS Excel, PowerPoint)
* SAP
* Qlikview

Academic Projects

Organization: Indian Overseas Bank

Title: Organization Development

Role: Trainee

Duration: 2 months

Responsibilities: Conducted market research through questionnaires and analysed the data collected and provided conclusions

**Others:**

* Completed winter project on services provided by bank through e-banking

Training

* Completed on-job training in Big Bazaar during “Sabse Saste 4 Din“ for five days

Academic Details

2011: MMS in Marketing Management from Mumbai University

2009: B.Sc. from Mumbai University

Personal Details

**Date of Birth:** 15th January 1988

**Languages Known:** English, Hindi & Marathi

**Address:** B-301, Anusuya Building, Vaithara Nagar, Nahur Road, Mulund (W), Mumbai – 400080, Maharashtra