

RAHUL KAPOOR

SOURCING EXPERT

CONTACT

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📍 Jodhpur, Rajasthan, India

SKILLS

- Professional Services
- Negotiation Strategies
- Project and Product Management
- Team Leading
- Business Processes
- Strategic Sourcing
- Problem Solving
- Market Analysis
- Contract Management

EDUCATION

Masters of Arts

Agra University 1998

Bachelors of Arts

Agra University 1996

ACCOMPLISHMENTS

- Had been Hallmark certified QA Engineer for their entire product range from India.
- Always on a first priority in the company to handle special projects.

PROFILE

A Specialist with over 27 years of Sourcing/Production/Quality Experience who is knowledgeable, astute, and dedicated. Strong Negotiation and relationship-building skills with suppliers. Passionate in contributing and assisting in the formation of cohesive teams in order to achieve team objectives. An effective specialist who is frequently sought and recognized for delivering excellent results and exceeding client expectations. Documented strengths in building and maintaining relationships with diverse range of stakeholders in dynamic, fast-paced settings.

WORK EXPERIENCE

Head of Operations

Isqaa Sourcing Pvt Ltd

2017- current

- Negotiated price and service with customers and vendors to decrease expenses and increase profit and maximizing customer satisfaction.
- Led the working of 30 members, covering merchandising, quality, sampling, designing and logistics part.
- Trained and guided team members to maintain high productivity and performance metrics.
- Reported issues to higher management with great detail
- Regulating vigilant watch with time and action plan to meet delivery dates.

Director

SIS EXIM Pvt Ltd

AUG 2014- APR 2017-

- Running Own Merchant Export company
- Handled Merchandising, Quality, Sampling, Designing, production logistics departments.
- Sourcing appropriate products for overseas client. Sourcing right manufacturers for competitive price and timely deliveries.
- Pitching new buyers for business growth. Making strategies for smooth running of office.
- Oversaw operations and provided corrective feedback to achieve daily operations and long-term goals, while overseeing multiple locations to foster increase in productivity.
- Monitored office workflow and administrative processes to keep operations running smoothly.
- Worked closely with organisational leadership and board of directors to guide operational strategy.

General Manager

Isqaa Sourcing Pvt Ltd

AUG 2013- APR 2014-

- Led a team of 10 Members, covering Merchandising, Quality, Sampling, Designing and Logistics part.
- Sourcing Competitive products with a focus on total customer opportunity.
- Value addition and enhancing construction to meet the desired quality level.
- Drove year-over-year business growth while leading operations, strategic vision, and long-range planning.
- Introduced new methods, practices, and systems to reduce turnaround time.
- Managed budget implementations, employee reviews, training, schedules, and contract negotiations.

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ADDITIONAL INFORMATION

• GLOBAL CONNECTIONS

USA
MEXICO
CANADA
UK
UAE
CHINA
NETHERLANDS
FRANCE

• PROCUREMENT SITES:

Jodhpur, Panipat, Delhi and Delhi
NCR, , Agra, Aligarh, Jaipur,
Hathras, Ahmedabad, Moradabad,
Mirzapur (Bhadohi), Ludhiana,
Mumbai, Karur, Coimbatore,
Jodhpur, Udaipur, Nagpur, Roorkee.

PROFESSIONAL QUALIFICATIONS

P.S.Q.C (Production Supervision & Quality Controlling) Diploma Conduct by A.T.D.C Affiliate by A.E.P.C. 1998.

STRENGTHS

- Redefined quality and costing standards
- Enforced strict quality measures
- Sourcing expertise for cost efficiency
- Result-oriented team leader
- Positive attitude, continuous learning, and experience sharing
- Defined and implemented operational standards
- Dedicated and hardworking manager
- Flexible approach for cost-effective change and performance enhancement

WORK EXPERIENCE

Sourcing and QA Manager

Sourcingstar mar 2010- aug 2013

- Monitored staff organization and suggested improvements to daily functionality and follow ups.
- Recorded, analyzed, and distributed statistical information.
- Reported production malfunctions to managers and production supervisors.
- Sourcing Competitive products with a focus on total customer opportunity.
- Implemented new quality assurance and customer service standards.

Sourcing and QA Manager

TSS Pvt Ltd mar 2007-mar 2010

- Inspected products and worker progress throughout production and follow ups.
- Competitive products with a focus on customer satisfaction and assurance.
- competitive products and implementing new quality assurance and customer service standards.
- Created and maintained quality management systems to align with industry standards.

QA Manager

INDO Trade Corp (ITC) Jan 2003- Mar 2007

- Monitored staff organization and suggested improvements to daily functionality dealing with textiles, floor coverings and stationery.
- Sample, inspection and production review for quality aspects and worker progress throughout production.
- Assured consistent quality of production by implementing and enforcing automated practice systems.
- QA Planning for inspection.
- Labeling and Packaging approvals keeping in mind buyer's specs.
- Reported production malfunctions to managers and production supervisors.

Production Manager

Touch of India Jul 2001- Dec 2003

- Managing Production from initial procurement to final shipping with cost management and negotiation.
- Interactions with Buyers and Buying Agents. Created streamlined production schedules and collaborated with production employees to communicate objectives and goals.
- Reviewed work for quality and compliance with company standards and design specifications.
- Managed continuous improvement initiatives to drive gains in quality, flow, and output.

QA Manager

Apr 1999- Jun 2001

Ramtex Overseas Corporation

- Heading the Checking Department and Looking after Quality in-house on looms. Interacting with Buying Agents and Buyers.
- Implemented new quality assurance and customer service standards.

Quality Supervisor

Jul 1996- Mar 1999

Om International

- Starting point of my Career as fresher and was confirmed as Quality Supervisor.
- Supervising the checking department working after quality in-house and on looms.
- Established inspection equipment to meet quality control standards.
- Developed monthly reports showing inspections and improvements.