

Abhimanyu Singh Shekhawat

Supply Chain professional

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PROFESSIONAL SUMMARY

- Highly performing operation professional with 9 year of experience in logistics and supply chain operations.
- Experienced at developing diverse logistics solution including warehousing, first mile, last mile and line-haul.
- Well versed in multiple analytics methods, logistic regression, time-series analysis, hypothesis testing and clustering technique.
- Experienced in working with cross cultural team on several high priority initiatives.
- Manages and leads cross-functional teams to drive product supply and productivity improvements.
- Leads risk mitigation, while driving supply chain strategies for end-to-end pipeline management and supply planning. Skilled in negotiation and strategic decision making.

PROFESSIONAL EXPERIENCE

udaan (HiveLoop logistics Pvt Ltd)

Supply chain Manager

Nov'21-Present

- Spearheaded operations and P&L of Rajasthan and Punjab locations. Headed 10+ facilities, 7 Lac+ sqft area and 10+ locations.
- Designed and executed unified supply chain for different categories. This helped in reducing 50L+ absolute spend month on month.
- Integrated financial and operation plans of 1000cr inventory, 100cr GMV and 21000 Tone Monthly throughputs with strategic objectives to deliver improved operational and financial results to boost customer satisfaction, profitability and working capital.
- Balanced demand and supply while aligning volume and mix to achieve supply objectives. This increased warehouse throughput by 20%.
- Challenged teams to improve performance within facilities to meet inventory hygiene. Achieved 99.9% inventory reconciliation throughout the year.
- Capitalized on opportunities to make significant cost savings to areas of supplies, services and capital requirements when optimizing resource management. Achieved 100% availability of stock for buyers with limited DOH inventory.
- Drove cost reduction efforts for supply chain AOP to meet annual operations targets. Reduced operational cost from 3.9% to 2.5% of monthly GMV.
- Oversaw demand planning and logistics to reduce underutilized expenses. Saved approx. 10L absolute logistics spend monthly.
- Achieved 2.5% overall supply chain cost to become CM3 neutral.

City operation Head

Jun'20-Oct'21

- Implemented process improvement to shape organizational culture, optimize procedures for higher efficiency and help company evolve and grow. Increased IPPs by 45%.
- Planned and resourced personnel and logistics for operations component exercises resulting in highly trained personnel ready to act quickly in critical roles. 0% capacity loss throughout the tenure.
- Charted CPK cost model to In-line cost with demand variability. Reduced manpower cost by 15% to 20% to managed demand variability of 25% to 40%.
- Implemented system-based vehicle planning and routing to ensure maximum utilization and minimum run of vehicles which helped in reducing cost from 2.2% to 1.5% of GMV
- Led improvement initiatives to advance operational efficiencies and reduce cost from 4.5% to 3.9% of GMV.

- Established positive and effective communication among unit staff and organization leadership, reducing miscommunications and missed deadlines. This helped in operating at 100% capacities during Covid Lockdown conditions.

Warehouse Manager

Jul'19-May'20

- Engineered 1L sqft warehouse with approx. 2500 unique Food and FMCG SKU.
- Innovated and implemented Coupled facility concept to increase utilization and reduce cost. 3 facilities has been converted to single facility. Reduction of approx. 75K sqft area through racking system. Saved approx. 30L monthly rental cost.
- Designed WH fulfillment, reduced First mile cost and Increased order fulfilment to 99.99%.
- Formulated City supply chain network to serve 35CR GMV and 6500 T on monthly basis.
- Build last mile supply chain at 0.90/KG to serve 1.3CR GMV and 250T on daily basis.
- Increased manpower efficiency with right process implementation to bring down cost from 6.7% to 4.5%.
- Bulk Storage has been implemented to increase per sqft capacity for fast moving SKUs.

Transport manager

Oct'18-Jun'19

- Launched First mile, Middle mile and Last mile operations for Jaipur City to handle throughput of 50T on daily basis.
- Hub operations along with transportation has been setup within a week. Approx 20 employees was hired and trained.
- First mile handover losses were less than 1% by seller management, timely and verified pickup.
- First mile shrinkage was less than 1% through vehicle management.
- Achieved 97%+ Next day delivery.

Dependo Logistics (Qess Corp limited)

Area manager

Apr'17- Sep'18

- Generated revenue by coaching staff on effective prospecting and lead development strategies.
- Monitor employee's productivity and optimize procedure to reduce cost.
- Build and maintained effective accounts receivable and cash flow monitoring system.
- Effectively controlled cost and developed operating budget.
- Supervised completion of financial paperwork and tracking reports.
- Consistently meet and exceed gross profit goals.
- Increased productivity by 20% and launched additional delivery route.

City Manager

Aug'16-Mar'17

- Maximized driver time and efficiency by revamping delivery schedule and workload.
- Oversaw development and launch of new cities and clients.
- Developed safety program that reduced incident by 80% in a year.
- Implemented new outreach program aimed at post-delivery follow up and new business development.
- Identified inefficiencies and made recommendation for process improvement.
- Earned top growth award for launching new cities and clients.

NAXR logistics Pvt Ltd. <http://parcelled.in>

Business Head, Jaipur City

Jul'15-Jul'16

- Responsible for overall Operations, P&L management, Sales & Marketing, and Business Development of Jaipur Centre for B2B & B2C.
- Set up the Jaipur center and delivered top line growth and improved margins by acquiring new local clients & vendor negotiations.
- Led a team of ~30 employees to serve ~2000 daily orders.

- Played a key role in strategy, planning & expansion to new centers at PAN India level.
- Involved in other PAN India ops related process such as 3PL vendor management & on-boarding, last mile cost.
- Developed Category Strategy (across product, price, placement & promotion) to drive differentiation and increase revenues.
- Managed and streamlined several processes in finance such as cash Reconciliation of COD, COP.
- Planned and executed First-Mile & Line-Haul logistics to improve the supply chain management process.
- Led inventory management of packaging and product safety materials and setup a continuous tracking process to control costs.

Armstrong World Industries (India) Pvt. Ltd, Gurgaon, Bangalore

Management Trainee – Sales and Marketing

Jun'14 - Jun'15

- Developed a deep understanding of product range, technical specifications, prices and margins to better serve clients and strengthen the relationship.
- Built good relationship with architects, contractors, PMC and clients by providing technical, acoustical and aesthetical solutions of queries related to design and installation.
- Identified new commercial projects and setup regular meetings to generate visibility for company brand and products.
- Achieved 100% sales targets by regularly following-up with architects and contractors and ensuring continuous interaction between clients and delivery team for improved service levels.
- Handled channel partners by resolving their queries and managing project orders.

INTERNSHIP

Future Agrovet Ltd., Future Group, Ahmedabad

May'13–Jun'13

Ogilvy Action, Ogilvy and Mather, Madhya Pradesh

Jan'14–Mar'13

EDUCATION

- **Post-Graduation(2012-2014)** from IILM, Gurgaon with specialization in Operations and Marketing.
- **Graduation-Engineering (2005-2009)** from JNIT, Jaipur affiliated from University of Rajasthan with specialization in Computer science engineering.

CORE COMPETENCIES

- Supply chain planning and management
- Warehouse planning and management
- Logistics planning and management
- Operation expansion
- Inventory management/ KANBAN Inventory
- Process improvement
- Performance improvement
- Cost improvement
- Capital budgeting / Operating budgeting
- Change management
- Profit and Loss management
- Strategic planning
- Vendor management