

RAJESH KUMAR

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Geographical Exposure

- Singapore •
- Sydney •
- Dubai •

Industry Exposure

- Oil & Gas Healthcare
- Food & Beverage
- Banking
- Telecom
- Retail
- Manufacturing

Core Skills

- Strategic Planning & Support
- Project Management
- Agile & Six Sigma Methodologies
- Requirement Gathering
- Tendering & Bidding
- Supply Chain Management
- Vendor & Stakeholder Management
- Budgeting & Cost Control
- Logistic Operations
- Business Development
- Inventory Management
- Production Control
- Process Optimization
- Value Stream Mapping
- Client Relationship Management
- Team Leadership

Certifications

- Pursuing CSCP, APICS 2021
- Pursuing Six Sigma Yellow Belt Certificate
- Lean Sigma White Belt Certified in 2020

Profile Summary

A result-oriented professional with over 4 years of experience in developing, implementing, driving new continuous improvement and lean business processes in line with the strategic roadmap with the global supply chain. Enjoys creative problem solving and getting exposure in multiple areas, and would excel in the collaborative environment in which the company prides itself. Excellent client service skills with proven experience in building relationships and ensuring software and service standards are met.

Accomplished leader with expertise in logistics, supply chain, and information system management mentoring high-impact teams within ever-changing environments. Good exposure in RRFI & RFP process and transitioning projects from different vendors. Successfully implemented Agile & Six Sigma Methodologies in teams. Leverages comprehensive understanding of project management best practices, leads a group of onshore-offshore resources in delivering projects on time and within budget. Exceptional critical thinking, problem resolution, and root cause analysis ability leveraged to optimize the process.

Career Highlights

- Efficiently worked on different projects globally with major focused areas are MENA, Africa, and APAC regions
- Major clients handled: Schlumberger, Baker Hughes, Saudi Aramco, Majid Al Futtaim, Huawei, Ericsson, Crate and Barrel, IKEA, Emirates NBD, Du Telcom, Agthia etc.
- With the collaborative approach with ground operations, designed a dedicated domestic transportation solution in UAE for Carrefour and IKEA (B2C Model)
- Cooperated all KAMs and GKAMs of their client requirements; accountable for cross collaboration with departments like Sales, Operations, Finance, Pricing, Legal, and HSE
- Instrumental in preparing reports for MBR and ABR for key accounts
- Conducted Value Stream Mapping for the entire process; identified bottlenecks and advised on improvements
- Devised and implemented a customized innovative solution for critical shipments (Healthcare and DG)
- Pivotal in creating customer-specific SOPs and checked with BIE Team for further course of action
- Significantly contributed in creating an Oil and Gas 3PL logistics proposition for Schlumberger, got several acclaims and appreciation for preparing a solid document to share with clients for winning the bid for a new distribution center in USA; this project is now yielding USD 10 Million per annum

Education

MBA (Global Business)

SP Jain School of Global Business in 2019

B.Tech. in Electrical and Electronics Engineering

Aditya Institute of Technology and Management in 2014

Major Projects Handled

September 2018 - December 2018

Study of Challenges in E-Commerce Industry in UAE: A Logistics Perspective

The project aimed at checking the issues that every E-Commerce Firm face from different sectors like Transportation, Inventory & Procurement, and their remedies

January 2019 - March 2019

Lean and Six Sigma Approach in Manufacturing Industry to Reduce Lead Time and Improve Delivery Accuracy

The project aimed at studying manufacturing units of 2 different Transformers Companies and recommended some changes to improve the efficiency of the industries

Career Timeline

Since May 2019

Aramex International LLC
Solution Specialist-Supply Chain & Tender

September 2016 - March 2018

Power Plant Engineering Works
Production Engineer

January 2016 - August 2016

Steel Exchange of India Pvt. Ltd.
Supervisor

Personal Information

Languages Known:
English, Hindi & Telugu

Address:
5/750, SAAC 2nd Floor,
Sabari Salai, Madipakkam
Chennai - 900061

Nationality:
Indian

Date of Birth:
20/05/1990

Work Experience

Since May 2019 | Solution Specialist-Supply Chain & Tender
Aramex International LLC

Joined as Trainee and within 6 months got promoted as Solution Specialist
Key Roles:

- Work with all Key Account Managers of their client requirements; accountable for managing departments like Sales, Operations, Finance, Pricing, Legal, and HSE
- Assess RFI/ RFQ/ RFP and prepare the action plan with all the stakeholders
- Understand the request received from stakeholders and proactively work on spot quotes and tender requests
- Analyze markets across the regions and provide a report for better understanding; prepare multi-modal transportations solutions for requested clients
- Conduct Value Stream Mapping for the entire process; identify the bottlenecks and advise on improvements
- Devise and implement a customized innovative solution for critical shipments (Healthcare, DG, and Aerospace Shipments)
- Create customer-specific SOPs and check with BIE Team for further course of action
- Handle Ad Hoc/ Tender opportunities and coordinate with internal stakeholders in the region global
- Develop competitive quotation and proposal responses for Aramex's key accounts
- Review rates to ensure accuracy, competitiveness, and avoiding of errors in the pricing
- Create proposals for required logistics service keeping in consideration client requirements such as information on Rates, Scope of Work, Innovative Solutions, Live Tracking, IoT Devices, Dashboards & other available Value Added Services

Previous Experience

September 2016 - March 2018 | Production Engineer

Power Plant Engineering Works

- Accountable for designing distribution transformers from 33 kV to 1500KV
- Played a major role in planning and reducing the lead time of manufacturing the transformers by 30%

January 2016 - August 2016 | Supervisor

Steel Exchange of India Pvt. Ltd.

- Instrumental in ensuring work is performed under ES&H guidelines and requirements
- Pivotal in checking day-to-day production goals i.e., production of 150 tons of TMT rods/ per day of required sizes ranging from 8mm to 32mm

February 2014 - August 2016 | Supervisor

Indian Steel Exchange of India Pvt. Ltd.

- Instrumental in ensuring work is performed under ES&H guidelines and requirements
- Played a major role in planning and reducing the lead time of manufacturing the transformers by 30%

References will be provided upon request