

# ASHOK RAMESH PARATE

Mobile: 09890161928/8999088061

E-Mail: parateashok@gmail.com

Strategic & proactive professional with an unmatched track record in effectively spearheading **Logistics Operations**; expertise in determining a business unit's mission & strategic direction with an inherent capability to formulate & implement tactical initiatives for achieving strategic goals, targeting opportunities in **Logistics Operations Management** with an esteemed organization in **Manufacturing, Retail and Ecommerce sector**.



## Profile Summary

- Enterprising Leader with extensive experience of **nearly 17 years** in meeting business needs in a fast paced, expanding environment; focused on managing a wide spectrum of tasks encompassing **Logistics/ Transportation & Warehouse Management (Sea, Air, Over the Road & Rail)** across **Manufacturing, Retail and E-commerce sectors**
- Skilled in Warehouse, Store & Logistics, Automobile WH Part distribution, Manufacturing Inhouse Plant Logistics & Retail, E-commerce, FMCG, Food Grocery, B2C, B2B, Line haul, First mile & Last Mile operation
- Notable success in addressing **operational issues**, resolving performance bottlenecks & achieving desired organizational objectives by strategizing **logistics operations**; expertise in **Strategic Planning, Budgeting, Forecasting, Transport, Fleet Management, Inventory Control, Customer Relations, 3PL Management, P&L, Waste Reduction & Cost Control, Shipping, Commercial and so on**
- Experienced in directing logistics functions including **commercials/documentation, cargo planning, distribution, payment realizations & customer support** along with negotiations with Transporters, Distributors and CHA Agents for ensuring cost-effective logistics solutions & clearances
- **Managed logistics solutions**, achieved tight schedules and deadlines, enabled prompt completion of projects, reduced inventory costs thus increased profitability
- Expertise in administering **warehouse operations**, while ensuring adherence to KPIs agreed with store vendors; conceptualizing & managing the existing process of store to accommodate a smooth flow of cargo to maximize loads, output & net profits
- Deep understanding of ISO, EMS, TS, TQM, 5S, Safety & Internal Audit
- **Possess excellent negotiation skills** with strong leadership qualities and analytical power; innate skills in recruiting, leading, training & monitoring high performing multi-cultural teams that excel in delivering business value with high morale & low attrition

## Core Competencies

**Logistics & Supply Chain Operations**  
**Process Enhancement**  
**Inbound & Outbound Logistics**  
**Distribution Management**

**Warehouse Management**  
**Store & Line Feeding**  
**Inventory Control**  
**Cross-functional Coordination**

**Transportation Coordination**  
**Revers Logistics Management**  
**Cost Reduction Strategies**  
**Team Building & Leadership**

## IT Skills

ERP & SAP 7.1 ECC-PRD (MM) Module, SAP WMS, Flow, MS-Excel, MS-Word, & MS-PowerPoint

## Notable Accomplishments Across Career

- Played a key role in the successful implementation of SAP at Ashok Leyland Ltd. in September 2011
- Established a 3PL project at the rail manufacturing unit of Bombardier Transportation India Pvt. Ltd. in GIDC Savli, Vadodara, Gujarat
- Led the setup of a new 1 Lac square foot warehouse for Nagpur Delhivery, a 3PL provider for Flipkart's B2C operations
- Implemented new processes and built up an inventory of 245 lakh multiple SKUs; successfully executed the first Big Billion Day (BBD) sale, maintaining zero PIL (Pick List Item Lost) and achieved a record-breaking 18,660 shipments in a day, surpassing the projected 11,400
- Managed the handover process from TVSL and established a new B2B warehouse for Delhivery and Voltas

## Organizational Experience

**Dec'24- Till Date, Senior Manager MH Operations (Inbound & Inventory), Kiranakart Technology Pvt Ltd., Mumbai**

### Key Result Areas:

- Managing 3PL staff, co-ordination with internal and external stakeholders, Planning and Coordinated inbound logistics buyers, vendors, transporter for timely vehicles reporting, Ensuring timely receipt and accurate inventory updates. Managed vendor relationships to streamline supply chain processes and reduce delays. Adhering to the KPI's parameter.
- Controlling the damage and expires products, the conducted cycle counts to ensure inventory accuracy and minimize discrepancies. Collaborated with the inventory team to maintain bin hygiene and stock organization.

Performed daily audits to monitor inventory levels and improve stock accuracy. Ensuring 100% CC of targeted Bins and adhering the KPI's. Ensuring 100% Wall to Wall as per allocated time frame and book the shrinkages of damages, shortages, leakages, and expires products on a regular basis. Conducting daily operation review with internal stake holders and 3PL staff.

**Feb'23- Nov'24 Operations Manager (Outbound & Customer Returns), Reliance Retail Ltd., Nagpur**

### Key Result Areas:

- Steering the entire B2C outbound operations, including customer returns, in the fashion & lifestyle category

- Supervising operations in a 400,000 square foot facility with shelving racks (G+4) for footwear and apparel
- Ensuring achievement and maintenance of Key Performance Indicators (KPIs) in line with SLA/targets
- Monitoring D0 performance, order split percentage, WFR percentage, interim location tracking, and system hygiene
- Spearheading, documenting & executing a comprehensive logistics and distribution strategic plan to drive optimal customer service and revenue enhancement; conceptualizing high-level implementation plans and determining future logistics organizational structure/support
- Analyzing & identifying expedited freight expenses; partnering with strategic freight providers to mitigate supply chain risks
- Maintaining constant communications with all stakeholders; centralizing information & highlighting the best practices across multiple divisions & regions; driving efficiency, improving freight schedules & rates and producing sustained results
- Reviewing necessary reports & documentation such as tracking the Purchase Order (PO), DO (Delivery Order) ADPR (Actual delivery position report) ratio report, stock, Dispatch Efficiency Evaluation Report, dispatch capacity support report, Space Capacity Utilization Analysis

#### **Feb'22-Feb'23, Manager-Inbound Operations, TATA Croma (Infiniti Retail Ltd.), Nagpur**

##### **Key Result Areas:**

- Spearheaded the B2B retail inbound operations, including vendor management, warehouse management, distribution planning, inventory control, and vendor allocation for delivery schedules and time slots
- Managed return logistics and scheduled vehicle placements for retail store return pickups
- Verified SLA compliance for timely shipment delivery to customer premises
- Proactively implemented measures to consistently achieve and maintain KPIs in line with SLA/targets
- Steered inventory receiving for approximately 25 Croma stores, assigned scheduled days for store returns
- Led and managed a team, supervised manpower allocation, and conducted weekly, monthly, and yearly report reviews

#### **Jul'19-Jan'22, Assistant Manager-FC Operations, Delhivery Limited, Nagpur**

##### **Key Result Areas:**

- **Managed Multiples warehouse located in Nagpur, client's of Flipkart, Voltas, Voltas Beko and Hitachi B2B and B2C operations**
- (FC) operations for B2C (Flipkart India Pvt. Ltd.) at RK Warehousing in Yerla, Katol Road, Nagpur
- Supervised the Flipkart project, which involved a 70,000 square foot facility with a racking system (G+2) consisting of 32,000 locations for non-large items and pallet locations for large items
- Acted as a Project Head, steered the overall profit and loss of the project, as well as implemented cost reduction strategies and increased manpower productivity through data analysis and cost analysis of other functional departments
- Steered a non-large facility managed multiple categories including food, electronics, health and beauty products, footwear, apparels, baby care products, home décor, and home appliances
- Took proactive measures to consistently achieve and maintain KPIs in line with SLA/targets
- Analyzed the performance of the Warehouse Team in maintaining stock accuracy and ensured high levels of data integrity in stock count reports; conducted inventory mapping and space planning for efficient inventory management
- Monitored inbound and outbound operations, including packing-related metrics such as mis-shipments, cutoff breaches, packing adherence, and P2D (Packing to Dispatch); managed inbound inventory, resolved issues, and ensured adherence to SOPs

#### **Previous Experience**

**Oct'18-Apr'19, Deputy Manager, Store and Line Feeding Mahindra Logistics Ltd., 3PL operation C/o Bombardier Transportation India Pvt Ltd. Metro train Bogi Manufacturing assembly unit Vadodara Gujrat.**

**Jan'17-Oct'18, Deputy Manager, Loistics Operation Tonglit Autogistic Pvt. Ltd., 3PL Operation C/o Ashok Leyland Ltd Gear Box parts Manufacturing Unit Bhandara Maharashtra.**

**Dec'13-Dec'16, Assistant Manager, Store and Line Feeding Leeway Logistics Ltd., 3PL Operation C/o Valvo Eicher Commercial Vehicles Bus Building Manufacturing unit Indore, Madhya Pradesh.**

**Aug'08-Nov'13, Executive Operations, Store and Logistics Mahindra Logistics Ltd., 3PL Operation C/o Ashok Leyland Ltd Gear Box Spare parts Manufacturing, Gearbox Assembly and Chassis Assembly Unit Bhandara Maharashtra. Bhandara**

#### **Education**

- **MBA in Logistics & Supply Chain Management** from Apex Institute of Management & Technologies, Nagpur in 2016
- **Graduation in B. Com passed with 50%**

#### **Certification**

- Certification in MSCIT from MKCL in 2008

#### **Personal Details**

**Date of Birth:** 20th August 1983

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

**Address:** Ruchi Annex-I Flat No.301, Behind Hotel Le-Meridian, Panjari (Farm), Wardha Road, Nagpur – 441108