



KARTIKEY J. DESAI

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ABOUT ME

Results-driven Warehouse Operations Specialist with a proven track record at Deepak Nitrite Limited, demonstrating significant efficiency improvements in team leadership and operational optimization. Expertise in SAP and ERP systems, complemented by strong negotiation and proactive planning skills, contributes to enhanced productivity.

SKILLS

- Effective Data Analyzer
- Results Driven
- Rapid Adaptability
- Proactive Planning
- Team Development
- Effective Negotiation
- Effective Communicator
- Effective Conflict Resolution
- SAP SD Proficiency
- Proficient in Task Management
- Critical Analysis
- Risk Mitigation Strategies
- Microsoft Office Proficiency
- SAP Proficiency
- ERP System Proficiency

EXPERIENCE

Deputy Manager / Deepak Nitrite Limited - Vadodara, Gujarat

12/2019 - 10/2024

- Directed management of an expansive warehouse space exceeding 1 lakh square feet for FG storage with diverse inventory.
- Led a team of 6 full-time employees and over 30 contract staffers.
- Optimized systems through innovative use of QR codes.
- Managed efficient transfer of FG to external storage, ensuring uninterrupted production compliance with SOP.
- Ensured correct receiving, storage, picking, stacking and loading of material as per customer requirements.
- Secured finished goods batch allocation from QC based on customer specifications.
- Implemented cost-saving strategies through efficient planning.
- Maintained operational efficiency by ensuring necessary tools and manpower.
- Classified FG according to WMS for efficient retrieval.
- Guaranteed on-time renewal of ARC/contracts, ensuring continuous warehouse functionality.
- Aligned efforts of various business units including marketing and logistics to achieve desired sales outcomes.
- Maintain compliance with established operational and safety standards throughout the department.
- Utilized 5S methodology for workplace organization and efficiency improvements.
- Managed inventory through analysis of various MIS reports.
- Conducted monthly stock takes alongside external auditors.
- Ensured adherence to statutory audit compliance.
- Interacted with Production, Quality, Sales teams for clearing finished goods inventory.
- Determined non-moving inventory based on aging reports.
- Ensured accurate material dispatch per customer specifications.
- Streamlined processes to minimize dissatisfaction among clients.

- Addressed customer concerns promptly, adhering to established time frames with comprehensive CAPA strategies.
- Ensured internal customer satisfaction to prevent production delays.
- Maintained strict adherence to workplace health and safety requirements achieving a zero-accident target.
- Facilitated emergency response training for cross-functional teams in warehouses.
- Developed a safe work environment through comprehensive safety training programs.
- Conducted regular safety inspections, identifying and reporting unsafe conditions and acts.
- Plan strategies to lower transportation expenses.
- Optimized resource allocation for manpower and machinery.
- Negotiated transportation agreements ensuring cost-effective solutions.
- Devised innovative methods for transport improvement.
- Negotiated with new and existing transporters for transportation rates.
- Managed and executed domestic transportation contracts.
- Performed timely evaluations of contractual agreements.
- Conducted quarterly reviews and updates of transporter contracts.
- Generated detailed reports for transport costs.
- Managed transportation billing procedures within ERP.
- Prepared yearly budget for transportation activities.

Sales & Marketing: New Product Development

- Involved in formulating products to meet the criteria set by external customers.
- Converted prospects into sales by rigorously identifying potential customers in Gujarat & Maharashtra.
- Ensured 100% compliance with AIS 140 GPS tracking, HAZ transportation, MOUs, vehicle documents, manifests, sales order creation, invoicing, and COA.
- Performed facility inspections and audits prior to business commencement.
- Conducted regular customer visits to verify compliance.
- Maintained timely allocation of vehicles to prevent production delays.
- Ensured timely collection and submission of compliance documents on a fortnightly basis.
- Oversaw transport of dangerous goods, ensuring safe arrival at customer site.
- Generated and circulated MIS for periodic reviews.
- Ensured compliance with guidelines provided by the State Pollution Control Board.
- Increased sales volume and profitability by targeting new market segments.
- Managed timely customer and trader payments before deadlines.
- Maintained zero-cost efficiency in loading and unloading consignments at various locations.
- Formulated yearly financial plan for subsidiary products.

Assistant Manager (Logistics) / Piramal Glass Limited - Jambusar, India

05/2018 - 12/2019

- Ensured strict compliance with warehouse audit protocols for storage, traceability, and retrieval.
- Ensured compliance with barcode standards.
- Acquired hands-on knowledge of SAP S4/HANA EWM Module.
- Decreased total complaint volume.
- Decreased reliance on material handling equipment.
- Enhanced operational efficiency by automating tasks.
- Performed maintenance and refurbishing tasks on wooden pallets.
- Maintained flawless counts across different inventory assessments.

Deputy Manager (Engineering Store) / ATC (Yokohama) Tire Private Limited - Dahej, India

05/2017 - 05/2018

- Oversaw full process and activities within the engineering store.

- Implemented safe material handling practices to achieve zero accidents in the engineering store.
- Negotiated and secured ARC & banking items procurement.
- Corrected MRP (ROL/ROQ) for multiple inventory items.
- Enhanced inventory management for consumable and spare items (900) by identifying obsolete stock.
- Coordinated procurement of materials from transporters and couriers on a regular basis.
- Executed stock transfers between multiple plant locations.
- Prepared diverse MIS reports covering areas like Coal Stock, Inventory Statement (Diesel & Bladder), Pending RGP data circulation.
- Ensured proper stacking of hazardous material for authorized vendor disposal.

Assistant Manager (RM Store, Project Store, External Warehouse) / Apollo Tyres Limited - Vadodara, Gujarat

08/2008 - 05/2017

- Managed critical responsibilities within RM Store, Engg.
- Managed stock levels to prevent overstocking or stockouts in multiple storage facilities.
- Led 200,000 square feet and 10,000 MT capacity RM stores.
- Oversaw daily collection of approximately 500 metric tons.
- Facilitated transfer of materials between job work units and various plants.
- Managed inventory control ensuring 100% stock accuracy of RMPM.
- Collaborated with head office on material planning.
- Liaised with CHA, Import team and Transporter ensuring timely delivery of materials.
- Oversaw disposal and sales of scrap material in line with legal requirements.
- Negotiated and finalized contracts for inventory management.
- Maintained daily perpetual inventory of transacted materials.
- Oversaw inventory management of raw and packing materials.
- Handled material accounting tasks including Perpetual Inventory management.
- Streamlined workforce management through effective allocation and scheduling.
- Managed team operations of 75 store employees effectively.
- Oversaw employee activities, managing distribution of materials.
- Increased productivity through optimized team collaboration.
- Ensured compliance with 5S housekeeping standards in stores.
- Maintain adherence to Quality Management Systems such as ISO, 5S, IMS.
- Maintain cleanliness and enforce safety protocols across all zones.
- Launched store enhancement initiatives and standardized operating procedures.
- Ensured adherence to OEM audit standards.
- Created systematic records to track inventory usage and costs at specified intervals.

Senior Officer (RM Store & Finished Goods Store) / Asian Paints Limited - Ankleshwar, India

05/2005 - 07/2008

- Managed warehousing, including receiving and dispatching raw materials.
- Resolved SAP-related problems through troubleshooting efforts.
- Oversaw disposal process of unusable goods.
- Facilitated communication between vendors, transportation services and depo locations.
- Coordinated procurement timelines for raw and packing materials from local suppliers.
- Ensured precision in tracking and managing inventory.
- Decreased material wastage in processes.
- Minimized expenses related to material handling.
- Supplied required materials to support production activities.

- Oversaw material dispatch across India and to international locations.
 - Coordinated with Materials function team at Head Office for plant material needs.
 - Enhanced cross-departmental collaboration to ensure efficient material allocation.
 - Streamlined freight and delivery expenses.
 - Oversaw accurate billing and storage processes.
 - Authorized Signatory in Excise invoices and additional Dispatch documentation.
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EDUCATION

Industrial Purchasing & Material Management

01/2012

Maharaja Sayajirao University - Vadodara, Gujarat, India

B.Com.: Accounting & Auditing

01/2003

Maharaja Sayajirao University - Vadodara, Gujarat, India

PERSONAL INFORMATION

- Date of Birth: 11/15/81
- Marital Status: Male, Married