



# HARSHIL GANDHI

Manager –Inventory Audit, Loss Prevention, Fixed Asset & Verification services

## WORK EXPERIENCE

18+ Years

## ABOUT ME

+971508094285 & +919820085568

[harshil28183@gmail.com](mailto:harshil28183@gmail.com)

[Harshil28183@gmail.com](mailto:Harshil28183@gmail.com)

A competent professional reflecting pioneering experience and year-on-year success in achieving retail operations objectives that cover Business Development, Customer service, Team Management, Inventory Management, Product & Service development, Vendor Management. Managed responsibility of P&L Ownership, Expansion of Business, Capex & Opex Budgeting, Store specific, Software Specific and SKU specific profitability etc..

I am able to handle multiple tasks on daily basis. I always use solution based approach to solve problem. I am dependable person with great at time management skills. I am always energetic and eager to learn new things.



## CORE COMPETENCIES

- A dynamic professional with 12 + years reach experience in **Inventory Audits, Fixed Asset audit, Operation audit, Internal Audit, Loss Prevention Control, Process Audit, Concurrent Audit, Retail Operations, Business Development for Retail Store, Inventory Control & Inventory Management.**
- Managed the Team of 60+ **People**, as well as ensuring **Optimum utilization** of resources, maximum **cost savings**.
- Performed Financial Planning & Financial Analysis for 6 + years
- Had Worked on Variance Analysis & Internal Stock Control /Inventory Control for more than 10+ Year.
- Performed Monthly/Yearly/Quarterly Budgeting and business forecasting for more than 7 Years.
- Implemented policies and procedure for Loss Prevention department within Company & for Client



## Major Clients 40+++

- |               |                     |                         |
|---------------|---------------------|-------------------------|
| • FutureGroup | • Aditya Group      | • Mark & Spencer retail |
| • AlconLab.   | • Spar-Hypermarkets | • Best Seller           |
| • ZARA        | • ArvindBrands      | • Puma                  |



## Work Experience

---

- **Regional Head – Gujarat & Goa - ArBhar Consulting Pvt. Ltd. – [Dec 2020 to Feb'22]**
  - Customer Relationship Manager for Client Swiggy, Zomato, Welspun, Cotton World & Brand Factory.
    - Preparation of Business Plan & Ensure Delivery of it.
    - Implementation of strategies to ensure attainment of profitability.
    - Goal to bring Zero Shrinkage for Customers & Analyze the reasons for Shrinkage
    - Focusing on Reasons for Shrinkages & Give Presentations to customers to control the Shrinkage
    - Worked on Fixed Asset Management ( Includes Physical Verification & FAR Reconciliation)
  
- **Manager – Verification Services– New Haribhakti business Services – [Apr 2018 to till Nov 2020]**
  - Service Lead for **Operation audit New Service & Mystery Audit Services.**
    - Preparation of ABP
    - Implementation of strategies to ensure attainment of profitability.
    - Promotion of product & services and achievement of business goals
    - Focus on completing the project on time with client connect and presentation.
    - Update on new strategies to client on reducing their effort with robust process.
    - Successfully planned & conducted Warehouse & Stores Inventory Audit for Pantaloons, Forever 21, Major Brands, Cotton World and Welspun
    - Successfully Conducted Reconciliation of WMS, SAP & Physical Stocks in warehouse audits of Pantaloons & Forever 21 Warehouse Audits.
    - Analyze Warehouse in Transit Inventory & as per SLA Clear with Zonal Team
    - Control SLA EXCEEDING Inventory with Risk Parameter & Get it clear with respective Team in Warehouse
    - Review and Keep Tracking on Non Moving Inventory liquidation and action taken by Warehouse Team.
  
- **Deputy Manager – Verification Service -New Haribhakti business Services [Mar 2015 to Mar 2018]**
  - **Zonal Head for West Zone**
    - On Budget - Achievement of ABP target of Revenue (EBITA) for the zone.
    - Increase Revenue Profits - Pro-active in approach of new business, new services and service upgradations.
    - Customer Satisfaction - Periodic Interaction with Business People, timely closure of Schedules for the Zone and the Client for whom service/relationship is led by me.
    - Quality / Internal Audit- Ensure consistent process delivery within zone across formats with SLA's, agreed quality levels and Internal SOP.
    - Leadership / Relation management- Effectively able to lead team- motivate & develop. Org. Knowledge sharing meet / team building initiatives. Capture team feedback & discuss at appropriate forums.
  
- **Assistant Manager – Major Brands (I) Pvt. Ltd. [Apr 2014 to March 2015]**
  - **Responsible for Management of Inventory for 160 + stores Pan India.**
    - Responsible for streamlining systems, processes and methods to control and reduce level of shrinkage and resultant losses in the stores.
    - Provide direction of loss prevention through leadership, expertise, and training to store for the reduction of inventory shortage and controllable losses.
    - Had Ensure implementation of company policy for damage/expire inventory
    - Reduction of negative inventory
    - Helping Hand to the business team in achieving their KRA through Analysis & actionable
    - Ensure overall compliances in processes & timely completion as per timelines
    - Ensure consistent process delivery across the region
    - Root cause analysis & actionable for High shrinkage Stores.
    - Preparation and verification of weekly, monthly and quarterly reports for Inventory Purchase & Sales
    - Review and verification of audit work done by 25 audit officers Across India.
    - Managed a team of 30 audit officers Across India

- **Senior Inventory Executive – Major Brands (I) Pvt.Ltd. [Aug 2009 to March 2014]**
  - **Responsible to conduct physical inventory for 33 to 160 stores** of 9 to 13 different brands under umbrella of Major Brands (I) Pvt. Ltd.
  - Reconciliation of Stocks in system with Daily Stock reports sent by the store managers.
  - Good control on store staff to minimize errors & make them understand about importance of barcodes & SKU's and other Inventory movements.
  - Played a Key Role in the Takeover process of Guess? Brand in coordination with A.P. group & Planet Retail.
  - Worked on LS Retail for Making Sales, Purchase and other MIS Reports.
  - Preparing Inventory Reports like Ageing, Sales, and Purchase and submit to Inventory Controller & Management.
  - Keeping Track on Shortages Claim from Insurance Company, Courier Company and Play key role for Saving Transit Loss.
  - Assisting Inventory Controller in Company's Statutory Audit.
- **Senior Associate – Kale Consultants Pvt. Ltd. – [Apr 2007 to Jul 2009]**
  - **Senior Associate – Revenue Accounting - Sales Department – Qatar Airways**
  - Worked on statistical reports and other reports as required by the management.
  - Lead Qatar Airways Revenue Accounting Non BSP Processing team till last day of my tenure.
  - Job involves allocation of work to users, setting targets for them and doing the quality check for the work allocated.
  - Process on ADM – ACM for Trial Balance of BSP.
  - Major work on Qatar Airways Credit Card Reconciliation & Quality Check.
  - Solving internal department queries for Inward & Uplift actual Revenue & Client co-ordination.
- **Associate - Kale Consultants Pvt. Ltd. – [ Apr 2004 to Mar 2007]**
  - Handled Independently Tax –Reconciliation for Qatar Airways
  - Revenue Accounting for Qatar Airways, majority deal with NON BSP data and accounting of Sales.
  - Co-ordination with the systems department in the development of the revenue accounting system.
  - Quality check on BSP data loading, Agency Master as well as Updation of masters in Revera <sup>TM</sup>



## Industry Expertise

---

- Retail
- Warehousing
- Aviation
- Fixed Assets Management



## Major Projects

---

- Planning, execution and implementation of Annual Business Plan for firm and its services.
  - Consistently did the same during year 2016 to 2019 and YOY achievement.
- Managing wall to wall audit of all retail stores, warehouse and conducting the loss prevention audit for all clients as per required checklist.
  - Setting up WH for WMS environment.
  - Loss prevention audit for WH and stores as per the defined checklist.
- Product development Launch of below service in nhbs:-
  - Mystery audit,
  - Loss Prevention & Operation Audit.

- New Store Venture:
  - Setting Up Inventory for 130 Stores across India for 9 Brands under Umbrella of Major Brands (I) Pvt. Ltd.
- Alcon Laboratories–
  - Physical Verification of all the WH in 15 days qty was around 50 lacs pan India level.
  - In this Project we did physical verification of Inventory – Batch wise stocks.
- Verification of stock for the major small client.
  - Arvind
  - Raymond's
  - BIBA
  - Pavers
  - Gocolors
  - Cottonworld
  - PUMA
  - More 25+++



## Professional synopsis

- **Project Management:**
  - To optimize the allocation of necessary inputs and apply them to meet **pre-defined objectives**
  - To produce a complete project which complies with the **client's objectives**
  - Budget and **Risk planning**
- **Process & Transition:**
  - **Review & Improving** product quality
  - **Improve** delivery times
  - **Make product** more efficient
- **Quality/Internal Audit/Loss Prevention audit:**
  - **Self-assessment checklist** which help internal audit to perform internal assessments.
  - Process review with quality checks Provide **vision and direction** to achieve organizational goals.
- **VOC (Customer Satisfaction):**
  - Minimizing the **Revenue leakages & Stock losses** by way of Shrinkage, Damage, Defectives and Incorrect billing.
  - Handling **Different Clients Relationship** in the City. Issue/Conflict management.
- **ABP (Revenue):**
  - Managing **P&L of West Zone**.
  - Pro-active in taking up the New Client & Services with, up gradations in Zone



## Education

COURSE	COLLEGE	YEAR OF PASSING
PGDBA	Welingkar Institute of Management & Research - Mumbai	2009
IATA	Foundation Course in Aviation Industries from Montreal , Canada , Studied @ INTERNATIONAL AIR FARE DESK – SION - MUMBAI	2004
GRADUATION	Saurashtra University – Smt. J.J. Kundalia Arts & Commerce College – Rajkot – Second Division – 49.60 %	2003
12 <sup>th</sup>	Saraswati Vidhya Mandir – Rajkot – First Division 64 %	2000



## Software Proficiency

- SAP
- LS – Retail



## Language Known

- English
- Hindi
- Gujarati
- Marathi



## Personal Interests

- Travelling
- Watching Suspense or Thriller Movies
- Reading Political Articles



## Personal Details

Marital Status: Married

Passport No: L2687283

DOB: 28<sup>th</sup> Jan, 1983

Gender: Male

Nationality: Indian

### Declaration

I, Harshil Gandhi, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

---

Harshil B. Gandhi