



# KANNAN M R

## PROFESSIONAL SUMMARY

Operations & Logistics Manager with over 22 years of experience in FMCG, Oil & Gas, and Horeca industries. Expertise in warehouse management, supply chain optimization, inventory control, cost reduction, and logistics management. Proven track record in leading teams, improving operational efficiencies, reducing logistics costs by 30%, increasing inventory accuracy to 95%, and improving warehouse throughput by 20%. Proficient in SAP, TMS, WMS, and various warehouse technologies.

## SKILLS

Team Work	Work Ethic	Analytical skills	Leadership Quality
Decision-making	Time Management	Attention to detail	
Problem Solving Ability	Adaptability and Flexibility	Goal oriented	

## WORK EXPERIENCE

**OPERATIONS MANAGER** | August 2018 – March 2020

**EZKIRANA COMPANY, OCCUPADO RETAIL PVT LTD, BANGALORE, INDIA**

### KEY RESPONSIBILITIES

- Managed operations for a 50,000 sq. ft. warehouse, supporting 850+ clients with a team of 30+ employees.
- Increased inventory accuracy by 25% through optimized stock-taking and WMS implementation.
- Improved warehouse productivity by 20% and reduced overtime costs by 10% through streamlined processes.
- Reduced logistics costs by 18% by negotiating vendor contracts and optimizing transportation routes.
- Implemented warehouse automation, improving order fulfillment speed by 25% and reducing errors.
- Reduced stockouts by 10% and enhanced on-time deliveries through improved demand forecasting.
- Increased employee productivity by 15% via continuous training and process optimization.
- Reduced operational overhead by 12% and streamlined the pick-and-pack process for greater efficiency.
- Introduced cross-docking practices, reducing inventory handling times by 18% and improving order accuracy.
- Improved on-time delivery rates by 20%, enhancing customer satisfaction.
- Led process redesign initiatives that boosted operational efficiency by 15% and reduced bottlenecks.

**WAREHOUSE MANAGER** | July 2016 – February 2018

**ALPHA ACE LOGISTICS PVT LTD, BANGALORE, INDIA**

### KEY RESPONSIBILITIES

- Led 3PL logistics operations across 3 warehouses, optimizing inventory, transportation, and third-party services.
- Reduced logistics costs by 15% by negotiating transportation contracts with 3PL providers.

## CONTACT

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Bangalore, India

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84832b129

## EDUCATION

**BACHELOR OF COMMERCE**  
(B. Com)

## TECHNICAL QUALIFICATION

**POST GRADUATE DIPLOMA IN  
COMPUTER APPLICATIONS**  
| Full-time | 2 years  
- SSP, Bangalore, India

## CERTIFICATIONS

**SAP Sales and Distribution  
Certification**  
- Bangalore, India

## TECHNICAL SKILLS

- SAP Sales and Distribution (SD)
- Warehouse Management Systems (WMS)
- Transportation Management Systems (TMS)
- Microsoft Office Suite (Excel, Word, PowerPoint)
- Inventory Control Systems
- Visual Basic 6.0
- Windows OS (NT, XP, 7)



## AREAS OF INTERESTS

- Warehouse Manager
- Logistics Manager
- Supply Chain Specialist
- Warehouse Supervisor
- Logistics Specialist
- Inventory Management
- Warehouse Operations
- Store Manager/ Deputy Manager



## PERSONAL STRENGTHS

- **NEGOTIATION & VENDOR MANAGEMENT** – Strong negotiation skills with suppliers and clients to optimize costs and maximize profitability.
- **PROBLEM-SOLVING & DECISION-MAKING** – Quick and effective decision-making abilities to resolve operational challenges and meet business objectives.
- **MULTI-INDUSTRY EXPERIENCE** – Extensive experience across FMCG, retail, logistics, oil & gas, and healthcare industries.



## CORE COMPETENCIES

- Warehouse Operations & Process Improvement
- Cost Reduction & Process Optimization
- Logistics Strategy & Freight Management
- Supply Chain Management
- Vendor & Contract Negotiation
- Team Leadership & Development
- Inventory Management & Accuracy
- Demand Forecasting & Procurement
- ERP Systems Integration (SAP, WMS, TMS)
- Performance Metrics & KPIs
- Lean Methodologies & Just-In-Time (JIT) Practices

- Increased storage capacity by 20% and reduced operational overhead by 15% through optimized warehouse layout.
- Implemented automated inventory management systems, improving operational efficiency by 25%.
- Streamlined inventory control, improving stock turnover by 15% and reducing discrepancies by 10%.
- Introduced dynamic inventory replenishment, reducing out-of-stock incidents by 20%.
- Optimized transportation routes, reducing deadhead miles by 25% and improving fleet utilization.
- Developed a logistics KPI dashboard, improving real-time performance insights and speeding up decision-making by 15%.
- Reduced logistics lead times by 15%, improving overall delivery performance.
- Enhanced demand forecasting accuracy by 12%, improving inventory planning and customer satisfaction.
- Implemented RFID technology for real-time tracking, increasing inventory accuracy by 98%.
- Led safety audits, reducing workplace accidents by 10%.

### **SALES EXPEDITOR / SUPPLY CHAIN SPECIALIST | November 2012 – May 2016** **PURSHOTHAM KANJI COMPANY LLC, MUSCAT, OMAN**

#### **KEY RESPONSIBILITIES**

- Managed expediting activities to ensure timely delivery of purchase orders and supplier coordination.
- Reduced lead times by 20% through enhanced planning and supplier collaboration.
- Improved supply chain planning accuracy, reducing excess inventory by 12%.
- Integrated SAP-based inventory management systems, improving stock accuracy by 10%.
- Negotiated supplier contracts, saving 10% in procurement costs through volume discounts.
- Coordinated logistics for timely delivery, boosting customer satisfaction by 15%.
- Played a key role in generating new business & securing contracts.
- Led preparation of commercial proposals, ensuring alignment with client requirements.
- Provided product training and technical support, improving customer satisfaction and relationships.

### **SALES OPERATIONS / LOGISTICS SPECIALIST | March 2004 – July 2012** **JAYANTHI MARKETING, BANGALORE, INDIA**

#### **KEY RESPONSIBILITIES**

- Led distribution and merchandising for top brands, including Sony Ericsson and Reebok.
- Developed sales and marketing strategies, achieving a 10% increase in market share for managed products.
- Optimized logistics, improving delivery performance and reducing lead times by 20%.
- Reduced stockouts and excess inventory by 15% through streamlined inventory control processes.
- Integrated a new logistics platform, improving order fulfillment by 10%.
- Played a pivotal role in launching a new product line, resulting in a 25% increase in sales.



## PERSONAL DOSSIER

Gender : Male  
Date of Birth : 03 August 1976  
Nationality : Indian  
Marital Status : Married

### Permanent Address

POORNESH, House No.2, 4th 'A'  
Cross Muniswamy Reddy Layout,  
Ramamurthy Nagar, Bangalore,  
560 016, India



## PASSPORT DETAILS

Passport No. : W1946363  
Date of Issue : 24/06/2022  
Date of Expiry : 23/06/2032



## LANGUAGES

English	<div></div>	100%
Kannada	<div></div>	100%
Hindi	<div></div>	85%
Tamil	<div></div>	85%
Telugu	<div></div>	85%



## INTERESTS



Programming



Reading



## REFERENCE

- Available upon request

- Managed and optimized a team of 12 employees, maintaining high productivity and morale.
- Negotiated vendor contracts, achieving 5% savings annually on procurement costs.

**WAREHOUSE MANAGER / SALES OPERATIONS** | *March 2004 – July 2012*  
**PEACOCK MARKETING, BRITANNIA INDUSTRIES LTD, BANGALORE, INDIA**

### KEY RESPONSIBILITIES

- Managed distribution for a turnover of 3 crores per month, overseeing warehouse and logistics operations.
- Implemented inventory management strategies, improving stock accuracy and reducing wastage by 12%.
- Introduced loss prevention systems, reducing shrinkage by 10%.
- Coordinated warehouse activities to meet production and client schedules.
- Managed key accounts, developing sales strategies to enhance customer retention and growth.
- Reduced stockouts by 15% and improved warehouse layout, increasing storage efficiency by 18%.
- Negotiated better freight contracts, reducing transportation costs by 10%.
- Promoted cross-selling and upselling, increasing sales by 15%.
- Streamlined returns management, reducing return times by 20%.
- Introduced batch management systems for better traceability and inventory control.

**SALESMAN** | *January 2000 – May 2004*  
**CHANDRASEKHAR TRADERS, CHENNAI, INDIA**

### KEY RESPONSIBILITIES

- Consistently achieved primary and secondary sales targets, contributing to increased revenue.
- Developed customer relationships, ensuring repeat business and loyalty.
- Implemented promotional strategies to increase product visibility and sales.
- Achieved an 18% increase in sales revenue through strategic promotions.
- Improved customer satisfaction by 15% through effective query handling and complaint resolution.
- Assisted in stock management to ensure optimal product availability.

### DECLARATION

I hereby declare that the above-mentioned information is true and I bear the responsibility for the correctness of the above-mentioned particulars.

**KANNAN M R**