



ANAND RAMANUJAM

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High-charismatic professional, offering dynamic career in **Supply Chain, Logistics, Operations & Customer Service**

Targeting senior level assignments in **Supply Chain, Operations & Customer Service** with an organization of repute

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CORE COMPETENCIES

Supply Chain Management

Client Relationship Management

Logistics & Distribution

Material Management

Industrial Projects & Freight Forwarding

Bidding & Tendering

Warehousing Operations

Inventory Optimization/Management

Continuous Process Improvement

Risk Management | HSE & Compliance Control

Team Management & Leadership

PROFILE SUMMARY

- **MBA professional** with **8 years** of global experience in Supply Chain Management entailing end to end supply from factory to customer - Supply Planning, Logistics, Warehousing, Inventory Management, Transportation, Order Management, Billing, Last Mile Customer Service and associated compliances; currently associated with **ISS Global Forwarding UAE LLC, Inchcape Shipping as Logistics Coordinator**
- Currently working as **Operations & Customer Service Incharge** for Sonatrach & Exxon Mobil Project from worldwide locations to **UAE, Oman, India, Bahrain, Saudi, Qatar, Kuwait, Iraq, Europe** with **total revenue of over USD 25 Million**
- Experience in inventory norming, distribution network flow planning, rough cut capacity planning, production planning, production scheduling and dispatch planning
- Implementation of **SOPs and Streamlined Process control** for successful execution of the KOC & Dhofar Desalination Projects resulting in **operational efficiency of 15%**
- Acted as a Strategic Pricing Negotiator for multimodal logistics with top Vessel Owners, Air cargo carriers & Truckers with proactive approach to clearance activities by able to bring about increase in **profit by up to 35%** for the **Schlumberger & DEWA Project**
- Drove **Continuous Process Improvement** process by implementing scorecard for units, bonds, transporters; monitored region's performance by highlighting progress and improvement areas

ORGANIZATIONAL EXPERIENCE

Since Jan'18

ISS Global Forwarding UAE LLC, Inchcape Shipping

Logistics Specialist

Key Result Areas:

- Developing weekly and daily **supply planning** for primary & secondary shipments.
- Leading various improvement in pre & post carriage operations in containers/ reefers/ breakbulk/ general cargo / multimodal in Middle East, European Union, Asia & South East Asia with over **150-200 containers per month**.
- Managing **warehousing of 3000-4000 sqm** at manufacturing units
- Driving (inbound & outbound) **logistics operations** encompassing new route identification, fleet management and negotiation with freight forwarders for timely delivery of the materials required
- Conducting **periodic review** meetings with transporters, risk and assurance, quality, finance and sales to achieve desired SLAs and targets
- Managing **GCC clearance regulations and trade laws** thereby provide inputs in L&T during the Hasbah & KOC Project increasing their turnaround and avoiding standby delays at site
- Managing **CAPEX & budget planning** for warehousing and transportation
- Driving cost saving initiatives in warehousing & transportation and tracking it on frequent basis with **over 200-250 trailer movements** Domestic and International.
- Achieved:
 - Centralized logistics flow and reduced diverse operational cost by 15%
 - Proactive clearance and delivered before deadlines and avoid project delays up to 2-3
- Implementing **Health & Safety measures** at units and bonds as designated safety officer

- Rationalizing multiple transport and freight providers to contracts with primary carriers that resulted in reduced freight costs both domestically and on International shipping routes

Highlights

- Provided cost effective/ customized solutions to client queries brought Value added services by improving pre & post carriage operations in containers/ reefers/ breakbulk/ general cargo / multimodal
- Streamlined the operational flow thereby increase revenue flow by 25% for the company for the Dhofar Desalination Project
- Successfully built stronger relations thereby able to retain and grow L&T business for the CRPO & Hasbah Project relating to Saudi Aramco
- Participated in RFQs and **achieved a success rate of 62%-win ratio** with Petrofac, Saipem & L&T in online bidding.

Jul'13 – Dec'17

DHL Global Forwarding Oman LLC, Oman

Project Coordinator – Industrial Projects

Highlights:

- Worked as Project Coordinator for Petrofac for their British Petroleum & Petroleum Development of Oman (PDO) Project at a Turnover of \$ 50 million and quantified the cargo volume by 20% and generated an increase in 45% revenue for the company
- Successfully executed accurate Route Surveys for movement of Oversize cargo to avoid delivery delays and provided road modifications thereby maintaining project schedules
- Supervised Off Shore coordination with overseas stations and contacting shipper to On Shore operations/ documentation & delivery in regard to Air, Sea & Road freights with **250-300 TEUs & 300-350 trailers per month.**
- Resulted in making sure there no wastage of resources and 18% cost reduction in unwanted operation flow
- Successfully maintained operational flow & reduced inventory cost by 35%
- Received a high positive feedback of 67% and won 5 out of 7 bids submitted with each bid value of USD 7 million for preparing high profile tenders & contracts to top notch customers like Occidental of Oman, Baker Hughes, Weatherford, Abraj Energy and so on

NOTABLE ACCOMPLISHMENTS ACROSS THE CAREER

- Acted as Team Leader in strategic decision making in Abengoa Desalination Project by reducing USD 0.5 million in detention and overstay charges
- Achieved 87% average delivery rate on all assignments with no loss of materials or assets
- Successfully identified and corrected efficiency bottlenecks, which saved USD 0.75 million and resulted in faster, more accurate supply shipments
- Acquired 62% success rates in winning online bidding for MNCs, Petrofac, Saipem & L&T
- Provided strategic multimodal movement for by increasing cost & operational effectiveness by 27% and building stronger ties to generate additional revenue by 35% for the company.

PROFESSIONAL CERTIFICATIONS

- Airfreight, Ocean freight, Road Freight, Clearance Procedures and Warehousing in Inchcape/ ISS Global Forwarding. IN house – 2018
- Anti-corruption, Code of Conduct, Customers Compliance – In house – 2015 / 2017
- Industrial Supply Chain Management from Confederation of Indian Industries – 2013

IT SKILLS

- Supply Planning – RCCP, DNFP, Production Planning, Production Scheduling, Dispatch Planning through Anaplan
- Business Analytical Tools
- Expert in MS – Excel (& VBA based automations), MS Access (based reporting), other MS Office tools

EDUCATION

- M.B.A. from Birla Institute of Technology & Sciences – Oman in 2013
- MS from University of Sheffield - U.K in 2010
- B. Tech from S.R.M University – Chennai in 2009

PERSONAL DETAILS

Date of Birth: 25-Aug-1987

Languages Known: English, Hindi & Tamil

Valid UAE Driving License