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| C:\Users\Admin\AppData\Local\Microsoft\Windows\INetCache\Content.Word\Salman pik.png  **Azeejul Salman**  **PROCUREMENT & WAREHOUSING**  Exploring challenging assignments with a professionally managed organization to leverage acquired skills in accomplishing business and revenue growth objectives.  🖂 azeejul.salman@gmail.com | ✆ +91 9701366083  Linked Profile : www.linkedin.com/in/azeejul-salman-13ba6b31  (**Leadership that transforms vision into reality and propels revenue growth and startup companies to the next level of success)** | | | | |
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| **core24x24icons Core Competencies** | |  | **knowledge24x24iconsProfile Summary** | |
| |  | | --- | | **Strategy Planning** | |  | | **Procurement & Warehousing** | |  | | **Team Building & People Management** | |  | | **Logistics & Supply Chain Management** | |  | | **Operations Management** | |  | | **Vendor Development** | |  | | **Resource / Cost Optimization** | |  | | **Contract Management** | |  | | **Forecast/ Business target/P&L** | |  | | **Budget Development** | |  | | **Quality Management** | |  | | **Change Management & Control** | |  | |  | | * Procurement and warehousing manager with over 13 years of experience across diverse organizations Knitting Industry. * Expert in Ordering Knitted Yarn, Greige fabric and Finished Fabric . * Recipient of client appreciations for consistently rendering superior quality service across professional career and an active participant in projects related to Sustainability, Wastage reduction, Inventory Provisions, Reduction of Holding cost for non-delivered goods, implementing 5S initiatives and enhancing efficiency of existing machines. * Possess good knowledge of negotiation and contract administration, collation of market intelligence, sourcing, purchasing and logistics services. * Proven ability in management facilities, logistics and implementation of processes and systems aimed at optimizing costs and resources. * Skilled in inventory management and control, transportation vendor management, budget planning, vendor negotiation and purchase. * Ability in implementing RFQ / RFP for warehouse and freight activities and outsourced warehouse activities to local / regional 3PL service providers. * Ensure effective distribution operation and on-time departure of vehicles for area-wise pick-up and delivery of goods to customers in compliance to material receipt and delivery schedules * Maintain updated documentation, regulatory paperwork and physical stock report as well as systems based on business and operational requirements. * Efficient Team Leader & Player, combining communication, interpersonal and problem solving skills with analytical, decision making and leadership capabilities. | | | |
| * **Education** * **MBA (Financial and Marketing Management), JNTU, 2012 / 2010** * **B Com, Andhra University, 2010 / 2007** * **Commerce , Andhra University 2007/2005** * **Leadership Module** * **Problem Solving, Time Management** * **Supply Chain Tools and Techniques** * **Supply Chain Program Value Chain Analysis** * **Master of Leadership and Strategy Management** * **Negotiation Skills** * **Certified Business Strategy Professional** * **Detailed Work Experience**   **MAXIM TEXTILE TECHNOLOGY SDN BHD**  **Procurement & Warehouse Manager, Aug 2018 – Aug-2021**  **Responsibilities:**   * Optimize costs by identifying and acquiring highest quality merchandising at the lowest possible cost. Evaluate requisitions, payment terms and material quality. * Set up purchasing policies and procedures and follow up with buyers, purchasing officers and related workers involved in purchasing materials, products and services for maintaining seamless operations. * Focus on sourcing, selecting and evaluating performances of existing / new suppliers and subcontractors. Interact with other departments for sourcing out special products and services as well as for preparing tenders for existing projects. * Follow up with various departments for implementing improvement initiatives to enhance production. Maintain material turnover days. * Liaise with suppliers for settlement of claims and resolving quality related issues. Focus on development of new suppliers, products and periodic supplier visits * Negotiate and finalize credits with suppliers and ensure seamless processing of overseas orders. Identify & schedule purchased of long lead materials. * Manage processes and functions of procurement and warehouse through operations team of 12 employees, excluding workers. * Making arrangements for out source Knitting and Dying of fabric Price negotiation according to company requirements . * Coordinated activities related to developing new suppliers, products and conducting supplier visits based on business and operational requirements. * Involved in ordering the yarn, Greige Fabric and Finished fabric based on the sales projections in coordination with suppliers in India, China, Korea, Thailand, Vietnam and Indonesia and Malaysia etc.   **Accomplishments:**   * Rolled out Fiber to yarn concept on sustainability products with suppliers in the year 2019-2020. * Successfully reduced purchase price to 3% ($300,000$) on budget price and rolled out warehouse material storing project during 2019-2020. * Implemented various process improvement initiatives in store department to maintain 95% live stock during 2019-2020. * Implementation of ERP “NOW” purchase and ware house module in Company   **TEEJAY INDIA PVT LTD**  **Asst. Manager – Procurement Centralized Team Oct 2010 – Jul 2018**  **Responsibilities:**   * Optimize costs by identifying and acquiring highest quality merchandising at the lowest possible cost. Evaluate requisitions, payment terms and material quality. * Planned and maintained marketing activities based on Projection VS Actual Orders Hit Rate. Negotiated price with supplier to obtain the best price and authorized PO through the system. * Enhanced operational efficiency by implementing SOPs for procurement. Assessed stock flow and managed monthly incoming of yarn and Greige fabric and Finished fabric . * Followed up on material delivery schedules and quality parameters of the purchased stock. Managed financial aspects related to LC Opening, follow up with Bank etc. based on business and operational requirements. * Participated in internal and external audit of procurement and stock and implement effective remedial measures based on identified deviations. * Optimized Material turn over days, resolved quality and claims settlement related issues with the suppliers based on organizational policies and procedures. * Coordinated activities related to developing new suppliers, products and conducting supplier visits based on business and operational requirements.   **Accomplishments:**   * Actively involved in implementing various process improvement initiatives material planning by advanced market research analysis and projection. * Conducted market research on cotton, cotton farmers, Ginners, cotton growing pattern, etc. working closely with ORGANIC YARN, BCI YARN, FAIR TRADE Yarn Suppliers, Greige Fabric Supplier and Finished Fabric Supplier . * Played a key role in implementing supplier score card based on material quality and service, preparing budgets aligned to changing market dynamics. * Generated savings of 2 Million USD for the company by introducing re-engineering product in the yarn in 2015-2016. Reduced material turn over days to 10 Days and 95% livestock. * Active member of Strategic Procurement team in LRP (Long Run Plan) Project For Yarn and fabrics. * Optimized costs by preparing forecasts for raw materials and making advanced booking based on projected business volume.   **KAMAL COT SPIN PVT LTD**  **Senior Executive Procurement Oct 2008 – Jul 2010**  **exp24x24icons Previous Assignments**  **Internship - ( Apr 2012 – Jun 2012)**  **Brandix India, Visakhapatnam, Andhra Pradesh**  **Personal Details**  **Date of birth**: 01 September 1989, **Nationality**: India  **Languages known**: English, Hindi and Telugu  **Passport Availability:** Z6596033 valid till Jan 2032  **Address:** FR House , Door number - 11-32-37, Azeemabad, New Gajuwaka, Vishakhapatnam, India – 530026  **References:** Available on Request | | | |