



Rahul Shelar

CONTACT

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SKILLS

- Logistics
- Freight
- Transportation Management
- Negotiation
- Warehouse Management
- Logistics/ Freight/ Transportation Management
- Materials/ Inventory Management/ Negotiation
- Oracle
- SAP
- ERP
- Demand forecasting

LANGUAGES

English:

Hindi:

Marathi:

Malyalam:

PROFESSIONAL SUMMARY

A versatile, accomplished & goal-oriented professional with over 13 years of experience in Logistics Operations, Supply Chain Management, Order Management, Warehouse Operations, Logistics Service Sales, Business Development, Customer Relationship Management, Costing, Training & Development and People Management with proven track record of delivering consistent business results through adept leadership and application of sound management practice

WORK HISTORY

Warehouse and Logistics Manager

09/2023 - Current

Safetex Group LLC - Sharjah, UAE

- Improved warehouse layout to maximize storage space.
- Managed warehouse inventories, suggesting and implementing ideas to improve product movement processes.
- Monitored warehouse safety and swiftly resolved hazards.
- Delegated tasks and coordinated warehouse workflow to support continuous productivity.
- Trained new staff on job duties, company policies and safety procedures to facilitate rapid onboarding in times of peak demands.
- Developed lasting relationships with employees, peers, upper management and outside vendors.
- Oversaw records covering purchasing transactions, distribution flow and stock storage.
- Allocated and managed high volume inventories, effectively meeting developing demands.

Regional Logistics Operations and Sales Manager

04/2021 - 08/2023

Krushnai Cargo Pvt Ltd - Mumbai, India

- Hired and trained dedicated and high-achieving sales teams.
- Interfaced with customers, determined needs, provided recommendations and up-sold services.
- Generated company growth through market expansion and sales.
- Maintained regular contact and strong relationships with existing customers by providing comprehensive support.
- Set highest personal performance standards for self.
- Planned and developed strategies to increase sales territory positioning, exceeding company targets.
- Monitored sales team performance, providing effective training to help reach revenue and profit targets.
- Generated accurate summaries and YoY growth percentage for accounts.
- Reviewed patterns and trends in data to understand key lanes and improve transport solutions.
- Coordinated logistics operations according to stakeholder, supplier and client needs.
- Monitored logistical expenses to keep operating costs low.

General Manager- Logistics and Sales
Benir E Store Solutions - Mumbai, India

08/2018 - 03/2021

- Empowered staff members to contribute to continuous improvement, quality and growth of company.
- Managed high-performing teams to deliver quality customer service and stable profits.
- Scheduled regular team meetings to discuss business updates, issues and recommendations.
- Built and maintained loyal, long-term customer relationships through effective account management.
- Tracked KPIs to drive profitability and target delivery.
- Increased revenue streams by reducing costs, managing schedules and performing variance and risk analysis to implement corrective actions.
- Identified and resolved operational issues impacting productivity, performance or profitability.

Logistics Executive Manager
Bisleri Leap India Pvt Ltd - Mumbai, India

07/2017 - 07/2018

- Coordinated supply chains and staff to maximize productivity and minimize shipping delays.
- Advised on transport types, routes and schedules to improve operational efficiency.
- Coordinated logistics operations according to stakeholder, supplier and client needs.
- Organized delivery and acquisition of raw materials for business use.
- Established operational and administrative procedures and enforced controls.
- Monitored logistical expenses to keep operating costs low.
- Directed daily operations to achieve maximum output and reduce costs.

Logistic Coordinator
NCR Corporation - Mumbai, India

03/2015 - 07/2017

- Worked with warehouse teams to plan and execute efficient storage strategies.
- Prepared logistics documentation, including shipping manifests and customs clearance forms.
- Completed shipment documentation to company standards.
- Liaised with customers and other departments to plan timely transportation of goods.
- Coordinated dispatching of transport vehicles distributing goods across
- Generated logistics reports for analysis and decision-making.
- Oversaw recording and timely dispatch of loads.

Senior Customer Care Executive
Serco BPO - Mumbai, India

01/2014 - 10/2014

- Recorded and processed customer data accurately.
- Maintained excellent client satisfaction by providing in-depth support.
- Resolved customer complaints following guidelines and referred complex inquiries to team leaders.
- Obtained feedback from customers to improve service experience.

Logistics Incharge

07/2009 - 08/2012

Chinmay Caterers - Mumbai, India

- Managed daily service operations through strategic care planning.
- Coordinated staff rotas to meet service requirements whilst remaining under budget.
- Hired, trained and supervised staff to maintain health and safety standards.
- Implemented clear quality standards to maintain first-class patient provisions.

EDUCATION

B.B.A: Business Administration , 03/2011 – 05/2014

Mahatma Gandhi University – India

- Graduated with distinction