

JITHIN PRAKASH



Contact

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Languages

- English – Fluent
- Hindi – Fluent
- Arabic - Beginner
- Malayalam - Fluent
- Tamil – speak

Technical Skills

- SAP (B1 6.0 S4 HANA)
- Mirsal 2
- Tally ERP 9
- Import Permit
- MS Office (Advanced Excel, Outlook, Word & PPT)

Personal Traits

- Negotiating & Influencing
- Supply Chain Coordination
- Leadership
- Time Management
- Contract Management
- Operation Management
- Demand forecasting
- Sales & Marketing
- Supplier Relationship

Profile Summary

Accomplished Senior Procurement Specialist with a proven track record of over 5 years in program management, inventory optimization, and successful supplier collaboration. Proficient in leveraging SAP, supply chain coordination, and negotiation skills to streamline operations, enhance cost-effectiveness, and foster strong relationships with suppliers. Adept at developing demand plans, creating purchase orders, and ensuring on-time deliveries for diverse product portfolios. Demonstrated ability to drive revenue growth, expand customer base, and implement strategic business plans. Seeking a Procurement Manager role to contribute expertise in operational efficiency, supply chain management, and strategic leadership to empower organizational success.

Skill Highlights

- Preparation and verification of documents (Import document & Export documents).
- Promoted to the position of Operation Manager for the Sohar region.
- Negotiating with suppliers(Price, budget and marketing support)
- Developed a new brand in a short period of time.(McCain,Al Fadeel Kawan and ID).
- Professional certification (Mirsal 2, Logistics management, Aviation Management & Advance Tally.ERP9).
- Participated in Certified logistics management Course (freight forwarding, customs clearance, and warehousing, transportation, distribution & e-commerce logistics).
- Negotiating with retails(BDA,New Listing fee & Gondola display)
- 5+ Years of experience in work with SAP in various (Planning, Procurement and master data management).

Educational Qualification

Master of Business Administration (MBA) - Retail & Supply Chain Management

- Completed advanced coursework in retail and supply chain management.
- Gained expertise in demand forecasting, inventory control, and customer relationship management.
- Developed strategic business acumen to optimize supply chain operations.

Bachelor of Business Administration (BBA) - Aviation

- Studied aviation management, including aspects of logistics, transportation, and operations.
- Acquired comprehensive knowledge of aviation industry practices and principles.

Experience

Al Tayeb Lislal Al Istalakiya & Business SPC - Oman
Manufacturing, Import and distribution of food products



Senior Procurement Specialist & Sales Support (April 2019- May 2023)

- Developed demand plans based on historical data and seasonality of products, collaborating with suppliers for 250+ SKU's of various brands.
- Supplier Relationship Management, Supplier Collaboration, Demand Forecasting, Supply Chain Coordination, Inventory Management
- Negotiated pricing, built strong supplier relationships, and created purchase orders to ensure on-time delivery.
- Contract Negotiation, Purchase Orders, On-time Delivery, Pricing Negotiation, Supplier Relationships
- Prepared monthly sales performance and stock reports for senior management and suppliers.

- Forecast accuracy
- FMCG Sales
- Stock Clearance
- Data Management
- Inventory Management
- Export Documentation
- New Product Introduction
- Sales Reporting
- Stock Reporting

Career Interests

- Supply Chain Manager
- Assistant Marketing Manager
- Assistant Operations Manager
- Senior Procurement Specialist
- Logistics Specialist
- Supply Chain Coordinator
- Sales Executive

Personal Profile

Date of Birth: 22/12/1993

Gender: Male

Nationality: India

Marital Status: Married

Driving License: Yes

Interest & Activities

- Travelling
- Movies
- Driving

References

- Available upon request.

- Sales Reporting, Stock Reporting, Performance Analysis, Reporting to Management
- Managed import and export documents, ensuring proper documentation for shipments and clearances.
- Customer Relationship Management, Horeca Customer Management, Retailer Partnerships
- Managed and cleared aging stock through innovative methods.
- Import Documentation, Export Documentation, Shipment Clearance, Document Management
- Introduced new products/brands to retail chains and implemented promotion strategies for sales growth.
- New Product Introduction, Brand Promotion, Sales Growth Strategies, Retail Chain Collaboration
- Built lasting relationships with customers (Horeca) and retailers, enhancing partnerships.
- Inventory Management, Stock Clearance, Aging Stock Handling, Innovative Strategies
- Continuous Learning: Stay updated on changes in import/export regulations and trade policies, and seek opportunities for professional development in the field of import clearance.

Sindhu Cargo Service (P) Ltd, Bangalore, India



Management Trainee in Import Clearance –(September 2016-March 2017)

- Arrange domestic and international shipments for customers.
- Maintain import data and verify the accuracy of the information.
- Process customer's orders and monitor the order process.
- Ensure all imported and exported items are correctly classified.
- Handle customer's inquiries and resolve customers complain.
- Maintain strong lines of communication with both internal departments and external clients.

Videocon Industry (P) Ltd Cochin, Kerala, India



Customer Service Executive (December 2013- January 2015)

- Create and maintains customer profiles and report.
- Accept customer/ clients queries and guide them to right solutions.
- Assist customers effectively by solving customer disputes.
- Provide customer specific services.
- Sell products offered and ensures after Sales customer satisfaction.
- Complete supporting paperwork and maintain customer data bank.
- Provide customer support services to ensure maximum customer satisfaction.

Achievements

- Successfully met company sales targets by 100% between the years 2019, 2020, 2021 & 2022.
- Constantly maintained sales volumes, product mixes, and selling prices by keeping updated with supply and demand and changing market trends.
- Increased customer base from 270 to 400+ within 1 year by employing strategic sales initiatives.
- Trained a total of 7+ supply chain executives and sales staff members within a short time span of one year.
- Designed and implemented a strategic business plan that increased revenue by OMR 200000+ per year.

Declaration

I do here by declare that the particulars of information and facts stated herein above are true, correct and complete to the best of my knowledge and belief.

JITHIN K.P