

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 retailers (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 Lisl 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 –(September2016-March2017)

- 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