



Ashok Jat

Phone number: (+91) 77288 71812

Email address: ashokjat.bagaria@gmail.com

LinkedIn: <https://www.linkedin.com/in/ashok-jat/>

Home: 153, Vardhman Nagar - B, Jaipur - 302019 (India)

ABOUT ME

Organized retail and logistics professional with 20+ years of experience reducing cost and increasing service quality.

WORK EXPERIENCE

Manager - Logistics Operations

Javi Logistics Private Limited [25 Sep 2023 – 5 Jul 2024]

City: Jaipur | **Country:** India

- Led the development and implementation of operational strategies
- Managed a cross-functional team of 50+ employees, including operations, customer service, and IT department.
- Conducted market analysis to identify growth opportunities, leading to expansion into three new regional markets
- Implemented cost-saving measures that reduced operational expenses by 15% without compromising service quality
- Design policies that align with overall strategy
- Report on operational performance and suggest improvements

Assistant Manager - Intercity Logistics

Standard Chartered Research & Technology India P. Ltd. [3 Oct 2022 – 28 Jul 2023]

City: Noida | **Country:** India

- Direct, optimize and coordinate full order cycle, End to End logistics operations.
- Keep track of quality, delivery times, transport cost and efficiency.
- Maintain metrics and analyze data to assess performance and implement improvement.

Lead - Supply Chain

Snapdeal Limited [11 May 2015 – 30 Sep 2022]

City: Gurugram | **Country:** India

- Driven the operations of 20 last mile delivery hubs with a team of 300 delivery staff in Rajasthan & Jammu-Kashmir.
- Monitored the operations of 3 models of last mile delivery (Dedicated, Hybrid & Non-Dedicated).
- Trained 5 last mile partners on delivery ERP & App (Webex & BikerBuddy).
- Operational/ Process KRAs: Onboard, develop & manage all Last Mile Operations in the assigned regions Rajasthan & Jammu-Kashmir UT. Monitoring & controlling daily end to end KPIs, delivery operations while ensuring ever evolving customer experience. Drive on-ground operational initiatives, lead in-house process cycle for better productivity and implement Corporate led interventions.

Store Manager - Operations

Airplaza Retail Holdings Private Limited [6 Nov 2013 – 4 May 2015]

City: Jaipur | **Country:** India

- Made highest revenue generating hypermarket store for consecutively six months from Jan to June-2013
- Exceeded annual sales goals for 2014 by 30%
- Increased employee retention to 98% by implementing an Employee of the Month program and an employee development system
- Implemented new customer service strategies, resulting in a 62% customer return rate.

Cluster Manager - Retail Operations

Aditya Birla Retail Limited [12 Sep 2008 – 31 Oct 2012]

City: Punjab | **Country:** India

- Championed 3 districts comprising of 13 supermarket stores with annual sales of INR 21 Crore
- Successfully achieved Store level break-even with a Sales VSABP of 95% delivery
- Bagged one of lowest dump in F&V at 0% by introducing FNV Shop-in-Shop at all stores
- Reduced the shrinkage from 2% to 0.5% by starting the waste management incentive.
- Achieved nearly 30% extra shelf space by initiating Space Management Process.
- Managed DSD and FNV vendors, assortment, SKUs, margin, POs and GRNs.
- Recruiting, training, and disciplining store managers.

Store Manager

Indiabulls Retail Services Limited [28 Mar 2007 – 31 Aug 2008]

City: Jaipur | **Country:** India

- Reduced the shrinkage from 2% to 0.5% by starting the waste management incentive
- Achieved nearly 30% extra shelf space by initiating Space Management Process

Floor Supervisor

Army & AirForce Exchange Services (<https://www.shopmyexchange.com/>) [23 Dec 2002 – 25 May 2006]

City: US Army Camps - Buehring & Arifjan | **Country:** Kuwait

- Supervised 14 POS/ registers at US Army Camp Arifjan, Kuwait
- Managed the entire operation of stand-alone store (Tactical Field Exchange) at US Army Camp Buehring, Kuwait with annual sales of US\$ 2 million

EDUCATION

Master of Business Administration - Marketing

Manonmaniam Sundaranar University

City: Tirunelveli | **Country:** India | **Website:** <https://www.msuniv.ac.in/>

CERTIFICATES

Marketing, Communication, and PR

Microsoft

Google Project Management: Specialization

Google

Supply Chain Management and Analytics

Unilever

Communication Strategies for a Virtual Age

University of Toronto