



DEVAKANTH CHANDRASEKAR

Country Operations Head

 Saudi Arabia

(17 Years of Experience in Operations Management and Business Development)

Being a committed team player want to be part of renowned organization to contribute towards the growth of the organization its automatically make my career incline. Based on my expertise and further to my personal capabilities by learning from new exposure within the structured framework of the organization.

Nationality : INDIAN

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Skills

- Word
- PowerPoint
- Google Drive
- Excel
- Project Management
- Time Management
- Risk Assessment and Management
- Costing & Budgeting

Languages

- English — Professional
- Tamil — Native or Bilingual
- Telugu — Native or Bilingual
- Hindi — Professional
- Malayalam — Fluent
- Arabic — Intermediate

Education

- BBA - Bachelor of Business Administration
- MBA - Master in Business Administration (Marketing)
- PMP - Project Management Professional

Work Experience

Country Operations Head • Abar Hail Water

June 2023 - Present Hail- Saudi Arabia



Design and implement business strategies, plans and procedures

Set comprehensive goals for performance and growth

Establish policies that promote company culture and vision

Oversee daily operations of the company and the work of executives (IT, Marketing, Sales, Finance)

Lead employees to encourage maximum performance and dedication

Evaluate performance by analyzing and interpreting data and metrics

Write and submit reports to the CEO in all matters of importance

Assist CEO in fundraising ventures

Participate in expansion activities (investments, acquisitions, corporate alliances)

International and local planning for logistics & Supply chain management

Developing and accomplishing goals and strategic plans established by Board members and executives of the Company and present operational strategy recommendations to the CEO and Board of Directors.

Approving company policies, implementing company policy decisions, and executing board directives.

Implement best-practice manufacturing methods and introduce new practices and systems to improve productivity, Bottle water manufacturing.

Set and Manage production budgets.

Estimate production costs and cost control programs.

Implement and enforce quality control and tracking programs to meet quality objectives.

Chairing management review meetings and related business/operations meetings.

Operations Manager • Future Wells Trading LLC



June 2022 - June 2023 Muscat - Oman

Communicate job expectations; planning, monitoring, appraising, and reviewing job contributions
Plan and review compensation actions; enforcing policies and procedures
Contribute operations information and recommendations to strategic plans and reviews; prepare and complete action plans; implement production, productivity, quality, and customer-service standards; resolve problems; complete audits; identify trends
Forecast requirements; prepare an annual budget; schedule expenditures; analyze variances; initiating corrective actions
Develop operations systems by determining product handling and storage requirements; develop, implement, enforce, and evaluate policies and procedures; develop processes for receiving product, equipment utilization, inventory management, and shipping
Analyze and improve organizational process and workflow, employee and space requirements, and equipment layout; implement changes
Maintain safe and healthy work environment by establishing, following, and enforcing standards and procedures; complying with legal regulations
Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations
Accomplish operations and organization mission by completing related results as needed
Meet or exceed operations labor budget expectations
Manage staff levels, wages, hours, contract labor to revenues
Responsible for all department managers and supervisors, with review/approval responsibility for all operations employees
Run a safe, injury/accident free workplace
Responsible for all aspects of vehicle and heavy equipment rentals
Establish contracts and pricing and ensuring proper maintenance and serving as primary liaison with utilities and local government agencies, such as fire, police, health, and safety agencies
Manage relationships with key operations vendors
Track vendor pricing, rebates, and service levels

BDM & Operations Manager • Unique Food Solutions LLC



July 2018 - May 2022 Muscat Oman

Assess brand recognition metrics, service experience variables, consumer drivers and service offers
Expand the scale of business operations, promote community outreach and meet sales targets
Pursue new business relationships and strengthen existing ones
Establish profitable, long-lasting commercial partnerships with other business leaders in the industry

Facilitate integration through strategic alliances and acquisitions that complement corporate business strategy
Create and put into action successful plans for sales, marketing and business growth, including acquiring and integrating market databases
Develop personal growth strategies for distributors and take part in their implementation to turn underperforming distributors into successful growing partners
Identify and target the most important business prospects
Collaborate with consumers to offer development teams feedback on new services and products
Work in close collaboration with legal professionals to draft contracts for new work partners and negotiate new partnerships and commercial alliances
Develop business growth plans, spot obstacles and guide a new venture from inception to completion

Deputy Operations Manager • Murtafat Al Mabaila United LLC

February 2013 - July 2018 Muscat Oman



- Ensure all operations are carried on in an appropriate, cost-effective way
- Improve operational management systems, processes and best practices
- Purchase materials, plan inventory and oversee warehouse efficiency
- Help the organization's processes remain legally compliant
- Formulate strategic and operational objectives
- Examine financial data and use them to improve profitability
- Manage budgets and forecasts
- Perform quality controls and monitor production KPIs
- Recruit, train and supervise staff
- Find ways to increase quality of customer service

Business Development & Training Consultant • Chicago Training & Consultancy

June 2010 - November 2012 Abu Dhabi - UAE



- Evaluating existing training and development programs.
- Revising, modifying, and updating training materials.
- Collaborating with internal departments to develop training materials that achieve defined learning outcomes.
- Creating course materials and teaching aids that support content delivery and skills assessments.
- Deploying feedback tools to assess the effectiveness of the curriculum.
- Tracking training outcomes and ensuring alignment to business objectives.
- Identifying individual and organizational obstacles to learning and facilitating interventions.
- Responding to trainee questions and adjusting course content as required.
- Facilitating the delivery of technology-based and multimedia-centered teaching.
- Developing performance evaluation feedback channels.

Warehouse Supervisor • DK & LK Enterprises

April 2006 - March 2010 Chennai India



- Supervising warehouse staff and daily activities.
- Managing, evaluating and reporting on warehouse productivity.
- Tracking and coordinating the receipt, storage, and timely delivery of goods and materials.
- Ordering supplies and maintaining suitable inventory levels.
- Checking orders, bills, items received, inventory, and deliveries for accuracy.
- Maintaining records, reporting relevant information, and preparing any necessary documentation.
- Ensuring basic maintenance standards and compliance with health and safety regulations.
- Performing a daily inspection of the warehouse grounds.
- Coordinating and maintaining fleets and equipment.
- Communicating and coordinating with other departments and customers.