

# Kewal Hemani

Dubai, UAE

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**Experienced in optimizing supply chain operations, reducing costs, and improving efficiency. Skilled in strategic planning, demand forecasting, inventory management, and supplier relationship management. Proven track record of exceeding sales targets, building strong client relationships. Adept at developing and implementing effective sales strategies and delivering exceptional customer service.**

## **Professional Experience**

### **Supply Chain Manager, Vardhaman Enterprise (April 2020 – March 2024)**

Associate Brands: Red Bull, Coca Cola, Hell, Aarey Dairy, Nestle India, Hindustan Unilever etc.

- **Supplier Contract Negotiation** -Negotiated and implemented new supplier contracts, leading to substantial procurement cost reductions.
- **Supplier Performance Management** - Developed a supplier performance management system, enhancing relationships and ensuring quality control.
- **Cross-Departmental Collaboration** - Collaborated across departments to identify and resolve supply chain issues, leading to improved operational efficiency and cost savings.
- **Logistics Cost Reduction** - Implemented a logistics plan that successfully reduced transportation costs.
- **Client Acquisition and Service Enhancement** -Enhanced services, resulting in increased client attraction in both Intra State as well as Inter State.
- **Warehouse Management System Implementation** -Successfully developed and implemented a warehouse management system, significantly improving inventory accuracy and reducing order rejections.

### **Distribution and Warehouse Manager, Meethi Maa Enterprises (June 2017 - March 2020)**

Associate Brands: Weikfield Foods, Ocean Beverages, Cavin Care Pvt Ltd, Axiom Ayurveda, Sappe Beverages.

- **Billing and ERP Management** - Processed daily billings using ERP SYSTEM (TALLY).
- **Team Management** - Managed a team overseeing all incoming and outgoing shipments.
- **Inventory Management** - Effectively managed local and regional inventory.
- **Collaboration and Demand Planning** - Collaborated with operational departments and vendors to review demand and plan accordingly.
- **Material Distribution Coordination** - Scheduled and coordinated material distribution to ensure timely deliveries.
- **Content Distribution Strategy** - Implemented a content distribution plan for enhanced visibility and reach.
- **Efficiency Improvement**- Identified and rectified inefficiencies, resulting in improved order fulfillment time.

- **Compliance and Inventory Control** - Established a dedicated 'Not For Sale area' for damaged and expired goods, adhering to FSSAI laws.

### **Sales and Distribution Executive, Meethi Maa Enterprises (February 2016 - May 2017)**

- **Sales Representative Role** - Initiated as a sales representative for FMCG companies. Established and nurtured robust relationships with both existing and new clients.
- **Collaboration with Customer Service** - Collaborated seamlessly with the customer service team to ensure accurate order processing.
- **Order Management** - Identified and efficiently processed both regular and rush orders.
- **Order Tracking and Logistics Coordination** - Oversaw order tracking and collaborated with transporters for Just In Time Delivery.
- **Shipping Processes in SAP (Bizom)** - Finalized shipping processes using SAP (Bizom) to ensure accuracy and efficiency.
- **Warehouse Management** - Managed the restocking of warehouse materials as needed.

### **Computer Knowledge**

- Proficient in Microsoft Office suite (cleared Advance MS Excel Course with A grade)
- Certified in Power BI
- Tally ERP 9
- Certified in AI

### **Academic Qualification**

EDUCATION	NAME OF INSTITUTE/UNIVERSITY	YEAR
MBA (Supply Chain Management)	Narsee Monjee Institute Of Management Studies	September 2022 – Till Date (Final Sem)
Bachelor's of Arts (PSYCHOLOGY)	Mumbai University	June-2021
12 <sup>th</sup> Grade	St.Rocks College	June-2014
10 <sup>th</sup> Grade	Svis International School	June-2012

### **Personal details**

Date of Birth: 15th July 1996

Gender: Male

Passport: R0575534

Marital Status: Single

Nationality: Indian

Languages known: English, Hindi, Gujarati, Marathi.

Interest: Volunteer work, Travelling

