

SREEKANTH N

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Location: Dubai, UAE (on Visit Visa)

OPERATIONS EXECUTIVE

Professional Summary

Dynamic and results-oriented Operation Executive with a strong background in factory operations, production planning, inventory management, export documentation, logistics, and sales. Proven expertise in overseeing end-to-end production processes, ensuring compliance with quality and safety standards, and optimizing workflows to enhance profitability. Adept at managing profit and loss (P&L), raw material allocation, and inventory planning to meet shipment and pre-processing needs. Strong analytical, problem-solving, and leadership skills, with a commitment to achieving operational excellence and exceeding business objectives.

Core Competencies

- Production Management
 - Production Planning and Inventory Control (PPIC)
 - Raw Material Allocation & Inventory Optimization
 - Export Documentation & Compliance
 - Logistics Coordination & Shipment Planning
 - Profit and Loss (P&L) Analysis
 - Domestic & International Sales Strategy
 - Customer Relationship Management
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Professional Experience

Fair Exports India Pvt Ltd (Lu Lu Group International)

Kerala, India | Feb 2023 – Aug 2024

Assistant Manager – Operations

Production Planning and Inventory Control (PPIC)

- Planned and allocated raw materials effectively to align with production schedules and minimize downtime.
- Managed inventory planning for both pre-processing and shipment, ensuring optimal stock levels to meet client demands.

- Conducted regular inventory audits and reconciliations to maintain accuracy and avoid shortages or overstocking.
- Coordinated with procurement teams for timely material availability, optimizing costs and reducing delays.
- Improved inventory turnover through strategies like **FIFO (First In, First Out)** and efficient stock rotation.
- Analyzed market trends and seasonal demands to forecast production needs accurately.

Production Management

- Supervised daily seafood processing operations, managing **20 metric tons** of raw materials while ensuring compliance with HACCP and FSSC 22000 standards.
- Streamlined production workflows to reduce waste, increase yield, and improve overall efficiency.
- Led cross-functional teams to achieve production targets within tight deadlines.

Export Documentation

- Prepared and reviewed all export-related documents, including **invoices, certificates of origin, health certificates, and shipping documents**, ensuring compliance with international trade laws.
- Coordinated with regulatory authorities to secure necessary permits and certifications for export shipments.
- Ensured all documentation was accurate and complete to prevent shipment delays or compliance issues.

Logistics Coordination

- Managed logistics operations, including freight forwarding and transportation planning, to ensure timely delivery of products to domestic and international clients.
- Worked closely with supply chain partners to optimize shipping routes and reduce transportation costs.
- Implemented efficient processes for shipment tracking and ensured seamless delivery within deadlines.

Profit and Loss (P&L) Analysis

- Monitored operational costs, identifying and addressing inefficiencies to improve profitability.
- Analyzed revenue streams and expenditures, ensuring alignment with financial goals.
- Presented detailed P&L reports to senior management, enabling strategic decision-making.
- Led cost-reduction initiatives, achieving a **10% decrease in operational expenses** while maintaining quality and efficiency.

Domestic and International Sales

- Established and maintained strong relationships with domestic and international clients, enhancing customer satisfaction and retention.
 - Conducted market research to identify new business opportunities and expand global market reach.
 - Negotiated pricing and contract terms, achieving mutually beneficial agreements.
 - Collaborated with logistics teams to ensure timely and accurate delivery of products to customers.
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Previous Roles

Senior Executive Production & Quality Assurance

Stellar Marine Food Processor

Kerala, India | Dec 2021 – Feb 2023

- Focused on quality control improvements and operational efficiency.
- Supported export teams with compliance and logistics coordination.

Quality Control Technician

National Aquaculture Group Pvt. Ltd.

Jeddah, Saudi Arabia | Sept 2018 – Feb 2021

- Ensured production compliance with international food safety standards.

Quality Control In-Charge & Production Supervisor

Indian Aquatic Products Pvt Ltd

Kerala, India | Feb 2017 – Dec 2017

- Oversaw production schedules and quality assessments for export shipments.
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Educational Qualification

Bachelor of Science in Zoology (Aquaculture)

Mahatma Gandhi University, Kerala | 2013 – 2016

Technical Skills

- Proficient in **Microsoft Office Suite**, ERP systems, and inventory management tools.
 - Experienced in handling export compliance documentation and logistics software.
 - Skilled in production performance tracking, financial analysis, and reporting.
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Certifications

- HACCP & ISO 22000 Certified
 - Fostac Food Safety Supervisor
 - FSSC 22000 Version 5.1 Implementation & Internal Auditor
 - Diploma in Food Safety
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Achievements

- Successfully coordinated the export of over **2,000 metric tons** of seafood products annually.
 - Reduced operational costs by **10%** through process optimization and cost-control initiatives.
 - Enhanced inventory accuracy and turnover through efficient raw material and stock management.
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Availability

Currently based in **Dubai, UAE**, on a **visit visa**, available for **immediate joining**.
