

LOHITH NAGARAJ



Industry : Sporting Goods/ Fashion Retail / Luxury / Cosmetics / Furniture / 3 PL/ Distribution

Open to Travel: Yes

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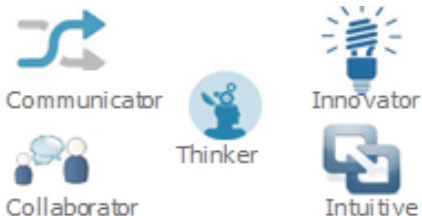
Key Skills

Warehouse Management
Supply Chain Strategy
Sales & Operations Planning
Wholesale / Retail Distribution
Transport Management
Customer Service Operations
E-Commerce Operations
Supply Chain IT (WMS/WCS)
Import & Export Operations
Inventory Management
Performance Management
Team Management

Profile Summary

- Result-oriented professional with **over 19+ years** of experience in Strategic Planning, Supply Chain Management, Distribution Center, Procurement & Sourcing, Warehouse Automation, 3PL Management, WMS/WCS Implementation, Cost Saving, Import & Export, Wholesale & Retail distribution, Process Optimization and People Management
- **Directing productive cross-functional teams** using interactive and motivational leadership that spurs people to willingly give excellent results
- Expertise in **developing and implementing key strategies for the purchase of materials from global sources** wherein achieving cost reduction in procurement as per the requirement
- Hands-on experience in **ERP - SAP and Oracle**
- Hands on experience in implementing **Warehouse Management Systems (WMS)**
- **Formulating business in new and growth areas** and motivating people to perform beyond their normal past established skills/ levels
- Proficient in **managing logistics operations** including coordinating with companies for transport, shipping liners, freight forwarders, and other external agencies to achieve seamless & cost-effective transport solutions
- Skilled in **consistently evaluating vendor performance** to ensure adherence to predefined specifications and supply of quality material/ execution of job works
- An **enterprising leader** with skills in leading personnel towards accomplishment of common goals

Soft Skills



Academic Details

- Pursuing Certified Supply Chain Professional (CSCP)
- 2002: Bachelor of Commerce, Mangalore University
- 1999: Higher National Diploma in Computer Science (JSSIIIPS, India and Excel, UK)

Work Experience

Aug'17 to Feb'19 - Gulf Marketing Group, United Arab Emirates – Dubai **Senior Manager - Logistics and Supply Chain**

Responsibilities:

- Creating and sustaining a dynamic environment that fosters the development opportunities and motivates the high performance amongst the team members
- Directing Supply Chain (Distribution Center) function including E-Commerce Operations for Sporting Goods and Retail Brands across 190+ Stores. (Brands include Nike, Under Armour, Timberland, The North Face, Columbia and VF Corp brands) – Annual Logistics Budget AED 104 Million
- Ensuring availability and delivery of right quality materials at the right time, price and terms; devising efficient logistics management system to ensure delivery of the goods / shipments as per committed timelines and cost
- Managing effective & efficient costing system resulting in cost reduction, business process and procedures for improving performances
- Regulating Program & Project Management, including DC Automation for 64,000 Sq.m warehouse with Conveyors and Sorters. (Project Budget AED 180 Million), estimated annual savings of AED 20 Million.
- Evaluating & reviewing company's logistics operations business practices, updating & developing process documentation, streamlining opportunities and eliminating non-value-added activities
- Steering monthly review of logistics KPI of order fill rate and freight cost (plan vs. actual)
- Achieving best service levels from transporters with low cost to support company business targets and reviewing for freight efficiency in terms of loading, freight cost & cycle time for dispatch
- Heading material planning & distribution as per forecast given for all regions and tracking actual forecast vs. sale
- Maintaining optimum inventory level for achieving cost saving with meeting demand & supply
- Identifying & tying up with 3PL vendors in areas of transportation, warehouses, purchase and maintenance of equipment, housekeeping and security agencies
- 3PL Function Management – warehousing, deliveries and Storage
- Warehouse Managers-6, Supervisors-24, Total Warehouse Staff-485
- Reporting to Group Supply Chain Director.

Highlights:

- Track record of freight cost reduction by 34% (Annual Savings of AED 2.72 Million)
- Warehouse consolidation from multiple DC's to larger DC for sports division (Annual Savings AED 2.1 Million)
- Monitored annual 3PL and distribution cost savings of AED 8.3 Million
- Acknowledged for supply chain Set-up for E-Commerce Vertical (www.sunandsandsports.com)
- Adjudged for:
 - ERP Roll Out – SAP EWM
 - Far East – Lead Time Reduction by 40%
 - Procurement Costs Reduction by 9%

Sept'14 to Aug'17 - Territory Logistics Head (Country Operations) **Landmark Arabia (Turn Over \$ 3.5 Billion), Riyadh – Saudi Arabia**

Responsibilities:

- Directing Supply Chain function including E-commerce operations for Riyadh Region (540+ stores) with annual logistics budget of SAR 148 Million.
- Handling global imports from 21+ countries (Annual Volume 8200 FEU's) through various supply chain networks.
- Responsible for annual freight contracts with liners/forwarders/transporters, Risk management, utilizing regional trade agreements and ensuring regulatory trade compliance standards
- Responsible for annual Labor and warehouse infrastructure contracts with supplier, RFQ, Agreement and ensuring Local regulatory compliance as per KSA standards.
- Monitoring the warehouse environment ensuring all stocks, materials and equipment are appropriately protected including security and health and safety compliance
- Coaching, developing and motivating the warehouse and logistics staff, constantly raising skills and competence. Personnel responsibilities to include hiring, training, scheduling, supervising, and evaluation of all warehouse personnel, coordination of training activities, developing a team atmosphere, and monitoring all employees through performance appraisals, coaching, and discipline.

- Vehicle/Fleet Management- Managing fleet size of 200+ trucks on daily basis (Delivery to KSA region)
- Warehouse Managers-12, Supervisors-62, Total Warehouse Staff-1580
- Reporting to Head of Supply Chain (KSA) / Group Supply Chain Head (Dubai).

Highlights:

- Implementation of Retail Value Added Services in DC, resulting reduction of lead times and Annual cost savings of SAR 29 Million
- DC Consolidation from 3 regional DC's to one DC, resulting in annual cost savings of SAR 16.9 million.
- Achieved SAR 7.7 Million from Casual Labor mobilization and effective utilization of manpower resources.
- Successfully Implemented Employee Management System for Warehouse Operations.
- Budget vs actual savings of SAR 8.4 Million (FY 2016-17)

Jun'11 to Aug'14 - Logistics Manager – Corporate Strategy Landmark Group, Dubai – United Arab Emirates

Responsibilities:

- Short term and Long-term strategic planning for warehouse infrastructure, Capacity and Manpower resource planning at group level.
- Process lead and roll out of Voice pick and Put-To-Light (PTL) implementation for warehouse operations across GCC
- Assimilated requirements from business heads and work as a channel of communication between business and IT
- Strategic planning towards redesigning & automation of all warehouses across GCC and roll out of WMS in KSA, Iraq, Jordan and Egypt (Oracle Retail)
- End to end distribution set up for Iraq region.

Highlights:

- Successfully implemented WMS Project and Operational changes for KSA (Jeddah), Jordan, Egypt as a Business lead
- Successfully rolled out supply chain set up for Iraq operations.
- Warehouse consolidation for Kuwait / Oman and Dammam (Annual Cost Savings of AED 12 Million)
- Successful migration from 3PL to Inhouse operations in Egypt. (Annual Cost Savings of AED 2 Million)

Jan'09 to Jun'11 – Territory Logistics Manager (Fashion and Furniture Vertical) Landmark Group - Kuwait

Highlights:

- Store Service Re-mapped according to DC Locations
- Standard Operation Implementation Manual process to system approached process (Paper to PDI)
- SLA & KPI Implementation with Business
- Achieved:
 - Cost saving of 650K KD by implementation of Inhouse WMS
 - Reduced Order Cycle Time from 48 hours to 14 hours and increased efficiency in fill rates (99%)
- Night Warehouse Operation / Deliveries Implementation for Top Stores
- Warehouse Racking Dismantling and Re-installation for 32,000 sq. mt. as Civil Defense Requirement
- Manpower Standardization - Warehouse Manpower Productivity & Operations Standardization for Landmark Group Warehouse Operations
- Consolidation of Fashion Vertical Warehouse from 12 Sheds to 3 Sheds

Apr'05 to Jan '09 – Assistant Logistics Manager Landmark Group - Kuwait

Highlights:

- Standard Operation Implementation from manual operation to process defined
- KPI Implementation with Business
- Manpower Standardization - Warehouse Manpower Productivity & Operations Standardization
- 15,750 sq. mt. Racking Project completed in Kuwait G + 1 entailing Racking Design, Electrical Work and Firefighting System
- Consolidation of Home Centre Warehouse from 18 Sheds to 3 Sheds
- Implemented DMS for Furniture Home Delivery
- Customer help desk implemented

Previous Work Experience (5 years)

Feb'03 to Mar'05 with Music World Entertainment Ltd (RPG Group) – India, Bangalore
Logistics and Warehouse In charge

Dec'00 to Feb'03 with Kemp Fort (Kemp Group) – India, Bangalore
Logistics and Warehouse In charge

Oct'99 to Oct '00 with Shree Computers – India, Bangalore
Customer Support Engineer (Part Time)

Projects Managed

~At Gulf Marketing Group:

- SAP EWM
- Mega DC Racking Design and solution
- Mega DC Bin Structuring and Storage
- E-Commerce warehouse Designing
- Mega DC Testing and Stock Transition from Multiple DC to Single DC
- Conveyor System
- Put to Light / Pick by light Re-location
- Store Service Re-mapped according to Store / Mall Timing
- Standard Operation Implementation across all DCs
- SLA and KPI Implementation with Business
- Non-trading Management System Implementation

~At Landmark Group:

- Put to Light Implementation in KSA – Riyadh, Jeddah and Dammam
- Transportation RFP Published and Centralized Transportation Facility
- Store Service Re-mapped according to DC Locations
- Standard Operation Implementation across 3 Territories
- SLA & KPI Implementation with Business
- Non-trading Management System Implementation
- WMS Implementation for New Brands
- Totes & Dolly Implementation for Stored Delivery
- Night Deliveries Implementation for Top Stores
- Centralized DC Operations for Sportsone and Iconic Brand from Riyadh
- Warehouse Racking Modification and Re-installation for 75,000 sq. mt. as Civil Defense Requirement
- E-com Warehouse Design and WMS Testing
- Iraq Country Operations – Set-up of Facilities (Warehouse, Racking, Shipment Routing, Staff Selection, Training, Standardization Of Systems and Operations from start-up)
- MHE Standardization Project – Warehouse Material Handling Equipment Standardization for Landmark Group Warehouse Operations
- Manpower Standardization - Warehouse Manpower Productivity & Operations Standardization for Landmark Group Warehouse Operations
- WMS Implementation – Jordan, Egypt and Jeddah
- 26,000 sq. mt. Racking Project completed in Dammam with G +4 Racking entailing Racking Design, Electrical Work and Firefighting System
- Consolidation of Homecentre Warehouse from 15 Sheds to 4 Sheds
- Warehouse Racking Installations of 15750 sq. mt. Facility
- Implemented DMS for Furniture Home Delivery
- Consolidated Landmark Warehouse into 4 Sheds from 19 Sheds
- 26,000 sq. mt. Racking Project encompassing Racking Design, Electrical Work and Firefighting System
- Implemented WMS System for Landmark Warehouses

Personal Details

Date of Birth: 4th November 1979

Nationality: Indian

Marital Status: Married

No. of Dependents: 2

Passport No.: Z2490037

Visa Status: Residential

Driving License Details: UAE / KSA

Contact Address: Building 116, GF06, The Gardens, Dubai, UAE

Languages Known: English, Hindi, Telugu, Tamil, Malayalam and Kannada