

**PROFILE SUMMARY**

A performance driven professional with over 22 years of comprehensive experience in

Supply Chain Management	Thermal Power Plant Logistics Mgmt.	Government Liaison
Strategic & Tactical Planning	Distribution & logistics Management	Operations Management
Retention of Business	Power/ Coal Quality Management	Training & Development
Fuel Supply Management	Retail & Bulk Transportation	Relationship Management

- A professional with verifiable year after year success in International & Domestic Logistics/ SCM Segment and achieving business growth objectives within start-up, turnaround and rapid-change environments.
- Extensive experience in managing Logistics (Air, Rail, Sea, Road) operations & Bulk cargo business, Plant Logistics (Inbound & Outbound) which require deep understanding of organization critical business drivers in multiple markets and industries; highly successful in building relationships with upper-level decision makers and business partners/ Vendors across the globe.
- Skilled in maintaining optimum inventory levels for cost efficiency through strategic logistics operations.
- A proactive leader and planner with cross-functional expertise in operation planning, market penetration, product logistics management, and key account management with skills in competitor / market analysis.
- An Out-of-the-Box thinker with a flair for charting out marketing, operational / Logistics / Supply Chain Management strategies for contributing towards enhancing business volumes & growth.
- Expertise has unique combination of strong educational background with Industrial experience, specialization in Ph.D., MBA, MFT, PGSCM, DMTLM, DPDM.
- Professional Development and certification from Harvard Business School.

**Core Competencies**

Supply chain Management

- ⇔ Establishing corporate goals of meeting yearly sales and operations plan
- ⇔ Managing operations with key focus on bottom line by ensuring optimal utilisation of available resources.
- ⇔ Formulating need-based business plans / strategies for maximizing profitability, revenue generation and realise organizational goals with fulfillment of ISO System norms and clearance of surveillance audits.
- ⇔ Vendor management & optimization of logistics cost by measures for curtailing unnecessary expenditures.
- ⇔ Ensuring no theft/pilferages/ damages and deterioration of material en route received as loaded condition.

Business & Operations Management

- ⇔ Reviewing and interpreting competition after in-depth analysis of market information for providing inputs to modify/ restructure sales & operations strategies
- ⇔ Export-Import and Domestic Logistics, Distribution and Warehouse Management. Coordinating with Clients timely dispatch of shipments. Project of clients handled both in Domestic and International scenario.
- ⇔ Oversee ageing of collections and material in stocks, take action for curtailing no need expenditures.
- ⇔ Liaising with customs, excise, political and other licensing government authorities.

Team Management

- ⇔ Providing training support to team regarding presentation, institutional dealing and customer handling
- ⇔ Effectively interfacing with people at all levels, managing healthy work environment and inculcating bonded teamwork with high work ethics

**Education**

- ⇔ 2012-2016 **Devi Ahilya University, Indore, India.**  
Ph.D. Management- "A Study of Supply Chain Effectiveness of Logistics Service Providers in Indore"
- ⇔ 1999-2001 **SVIM, Devi Ahilya University, Indore, India.**  
MBA (Marketing)
- ⇔ 2004-2006 **Pondicherry Central University, Pondicherry, India.**  
MFT (Foreign Trade)
- ⇔ 2006-2008 **Confederation of Indian Industry (CII-IL), Chennai.**  
Post Graduate Diploma in Supply Chain Management
- ⇔ 2009-2010 **IRT, Ministry of Railways (Govt. of India), Delhi, India.**  
Diploma in Multi Modal Logistics Management
- ⇔ 2011 -2013 **IRT, Ministry of Railways (Govt. of India), Delhi, India.**  
Diploma in Port Development and Management

## CARRER PROFILE

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### ADANI POWER MAHARASTRA LIMITED

February 2013 – till date

The Adani Group is a conglomerate with business in Resource, Logistics and Energy Sector. It also has interest in agribusiness. The group owns Fortune India's largest oil brand through a joint venture with Willmar in Singapore. The group has established a portfolio of ports, power plants, mines, ships and railway lines within and outside India, and earned reputation for scale of efficiency and quality.

#### Deputy General Manager – Fuel Supply Management / Logistics and Liaison

- ⇨ Head Logistics Management, based at Tirora Plant, Maharashtra – Responsible for Imported and Indigenous coal logistics for thermal Power Plant of 3300 MW (660 X 5 units) *February 2013 to March 2014.*
- ⇨ Fuel Management / Logistics/ Liaison and sourcing from South Eastern Coal field limited & South Eastern Central Railways based at Bilaspur, April 2014 onwards.
- ⇨ Responsible to source and delivery at Thermal Power plant sites - Tirora (Maharashtra) 3300 MW (660 X 5 units) & Kawai (Rajasthan) 1320 MW (660 X 2 units), Korba West Power Company Limited , Raigarh, (KWPCCL) 1200 MW (600 X 2 units).
- ⇨ Responsible for quality and quantity maintenance within prescribed limits from various
- ⇨ Liaisoning with Railways authorities (SECR) for placement of at least 10 rakes average per day as desired.
- ⇨ Monitoring for each and every rake placement / Loading and releases time, managing line haul to avoid any restriction of loading by Indian Railways, Liaison with officials to maximize back to back placements.
- ⇨ Providing transportation for all coal volumes (from respective sources) to plant, ensuring minimum costs and optimum stock balances.
- ⇨ Liaison with South East Central / Western Railways for allocation of resources as most preferred customer
- ⇨ Liaison with Coal India Limited Subsidiaries SECL & CCL for Coal Linkage (FSA), E-Auction, Open Market
- ⇨ Liaison for Imported Coal sourcing & movement from different ports like Mundra, Dahej, others.
- ⇨ Ensuring no theft /pilferages/ deterioration quality and received quantity as per contractual terms.
- ⇨ Responsible for managing the Logistics planning, negotiating and executing by deployment of competent transporters and other service providing agencies as required to co-ordinate for in time and cost effective delivery to site.
- ⇨ Daily co-ordination, monitoring and control for receipt of daily quantity at plant from sidings.
- ⇨ Liaison with local political authorities, environment related issues and CSR activities for plant location.
- ⇨ Prepare monthly MIS and exception report, specifically highlighting & escalating operational issues to be addressed at the site and providing practice and targeted solutions.
- ⇨ Managing operational team and Identify training and development needs of staff members.
- ⇨ Enable the team to perform effectively by delegating / assisting / guiding / counseling / developing team members and initiate pre-emptive action to maintain harmonious staff relations.
- ⇨ Organizing cross functional meeting with all core and supporting departments to solve internal grievances by rapid action on issues to remain focused.

#### Accomplishments;

- ⇨ Build cordial relationship with Govt. & Statutory authorities (Coal India & Railways), advocacy for business matters and formulated strategy to achieve company goal
- ⇨ We have made Adani Power as **single largest** customer for revenue generation of Indian Railways (SECR) and Coal India (SECL) and Liaisoning presently to remain preferred single largest company.
- ⇨ Heading successfully end to end responsibility from Chhattisgarh region (SECL & SECR) Fuel management sourcing under Coal Linkage (FSA), E-Auction, Open Market, and Logistics & Liaising for more than 15 million ton per annum indigenous coal since Feb 2013.
- ⇨ Successfully logistical integration of rakes from Hatta (MP) railway unloading station to Tirora (MH) plant by road for trial run of two units on imported coal initially.
- ⇨ Management of unloading and dispatch to coal yard of 7 - 10 rakes /day from own plant siding (Tirora, Maharashtra) of two platforms before commencement of Wagon tippers in year 2013.
- ⇨ Highest 12 rakes a day unloaded on two platforms by excavator and manual for fleet transportation to yard before wagon tippers commencement year 2014

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### SICAL LOGISTICS LIMITED

July 2012 – January 2013

Sical Logistics Limited is listed on Bombay Stock Exchange and National Stock Exchange as a pioneer in the field of Shipping, Stevedoring, Custom House Agency, Transport, in South India. Established in the Year 1955, The firm has branches all over India, including Vizag, Chennai, Tuticorin, Goa, Mumbai and Mangalore Ports. The firm handles more than 20 million tons of bulk cargo per annum from Chennai, Tuticorin, Vishakapatnam and Mangalore.

#### Assistant General Manager – Operations (Bulk Coal)

- ⇔ Responsible for bulk coal imported volume within south coastal India.
- ⇔ Established new area for bulk traders and importers and supply through in house facilities
- ⇔ Generate more client accounts for bulk cargo through optimizing range of services.
- ⇔ Establishment of Bulk Business operations at west coastal India.
- ⇔ Responsible for scheduling of CIF Vessels and dispatches to customers.
- ⇔ Stevedoring management include managing daily stocks (of various clients), In terms of quality, vessel dispatches and stock balance at various ports.
- ⇔ Vendor Development and monitoring of performance with regard to profitability via contract management.
- ⇔ Optimization of resources & rate rationalization, budgetary control direct & indirect.
- ⇔ Effective resource utilization through efficient management of stock monitoring and due diligence control on receiving, stocking and speedy dispatches for reducing inventory with maintain high customer service.
- ⇔ Surveillance on major Competitors daily activity via port operation and customer price information from customs and other government agency and other relevant available market information.

#### **Accomplishments;**

- ⇔ Worked on new project of Commercial Imported Coal Trading and Operations
- ⇔ Participated in tenders relating to Mahanadi Coal fields (MCL-India) for Surface Miners and other projects by determination of Capex / Opex and Ebita margins.
- ⇔ Set up Infrastructure for Neyvelil lignite corporation project - approximately 7.5 million tons of coal, worth around UD\$ 198 million.

#### **BHATIA INTERNATIONAL LIMITED**

**July 2009 – July 2012**

Bhatia International Limited has been in the coal business for the past 25 years. The firm has a turnover of US\$ 2.2 billion per annum. The firm supplies both imported and indigenous coal at very competitive prices to customers including: Public Sector power utilities, Private power utilities, cement plants, paper mills, chemical plants, sponge iron plants and steel plants since 1979. It imports coal from Indonesia, South Africa, USA, Australia and China. The firm has office across Asia and overseas office in Dubai, Singapore and South Africa.

#### **Senior Manager - Country Operations (Bulk Coal)**

- ⇔ Responsible for management of business operations involving turnover of US\$ 2.2 billion group, reported directly to Group Managing Director.
- ⇔ Managed overall operations for approximately 27,000 tons of coal cargo daily, including 900 fleet trucks & rakes per/day of bulk material from 18 different sea ports and shipping these to different customer location across nation.
- ⇔ Responsible for schedule dispatches of stock and sales, CIF Vessels for public or private industries
- ⇔ Stevedoring management, including management of daily stock (of various clients), in terms of quality, vessel dispatches and stock balances at various ports.
- ⇔ Vendor Development and monitoring of performance with regards to fleet profitability via contract management.
- ⇔ Responsible for optimization of routes/reduction in freight via route and rate rationalization and budgetary control.
- ⇔ Empanelment of fleet brokers / Agents / direct vendors, due diligence of vendors contract
- ⇔ Vehicle / Journey/ Quality/ Safety/ Time Management – pre trip, during trip, post trip.
- ⇔ Effective resource utilization through efficient management of stock monitoring and due diligence control on receiving, stocking and speedy dispatches for reducing inventory with maintain high customer service.
- ⇔ Surveillance of major Competitors daily activity like operations on ports, relations and prices with customers, information from customs and other government agency, relevant market information watch for making organization modus operandi to keep always one step ahead in customer delight.
- ⇔ Organizing cross functional meeting with marketing, finance, Infrastructure, human resource to solve internal grievances by rapid action on issues to remain focused on organization core mission and vision.

#### **Accomplishments;**

- ⇔ Optimized the system for better utilization of resources and made various changes in MIS generation.
- ⇔ Managed supply and delivery issues, theft control, moisture & fire control, stevedore management, cargo recovered, resulting shortages reduced from 3.0 % to below 0.5 % in a year.
- ⇔ 7 % logistics cost reduction with schedule planned bulk dispatches on destination on time.
- ⇔ Maintained stock quality by minimizing deterioration (various factor) at storage yard of ports / plots, maintained third party coal specification reports as per contractual specification terms of customers till delivered at destination.

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**GATI LIMITED****February 2005 – July 2009**

Gati is a leader in express cargo delivery and a pioneer in distribution and supply chain management solutions. The firm's network extends across the Asia Pacific, including offices in Singapore, Hong Kong, Thailand, Shanghai, Beijing, Dubai, Mauritius, Nepal and Sri Lanka.

Territory Manager (Retail- Domestic), Central Region

February 2005 - Jan 2006

Business Development Manager (International)

January 2006 – July 2009

- ⇔ Development, management and monitoring of International Cargo performance of Central India, including the entire Madhya Pradesh and Chhattisgarh regions.
- ⇔ Management of a wide range of International services including air Cargo/couriers, oceanic services - FCL and LCL, Surface -SAARC countries with additional KRA of space utilization for domestic Air/ Surface/Multi Modal logistic products.
- ⇔ Developing new customer accounts and promoting air/ocean/surface - import/ export, customs clearance products.
- ⇔ Provide logistics solutions and consultancy to build strong customer relationships, resulting in high customer retention .key focus on profitability ensuring optimal utilization of resources.
- ⇔ Generated higher net profits by negotiating rates with the shipping line, airlines and handling over customer shipments to the liners after clearing customs.
- ⇔ Ensured that the service is delivered as per the set operations standard and at the same time meet the desired service level with fulfillment of ISO system norms & timely clearance of surveillance audits.

**Highlights;**

- ⇔ Successfully introduced and promoted new International services as a product of Gati Ltd. in Central India.
- ⇔ Initiated from a base zero, developed and maintained regional revenues at targeted levels.
- ⇔ Awarded several time for outstanding performance and visited Asia pacific offices frequently.
- ⇔ Set landmark achievement of highest ever sales, highest yielding new business. Increase the efficiency of sales team by 140 % through effective institutional sales, and participation in festival and seasonal bulk retail sales.
- ⇔ Strategic implementation of policies to achieve set targets and high yield generation for Domestic Express (surface), Air Express, Multimodal cargo / courier from specific retail cluster markets.
- ⇔ Key clients handled: Ranbaxy Ltd., Eichers Motors, Kinetic Motors, Force Motors, Bridgestone Ltd., Tata Holset, Tata International, Tata Precision, Gabriel India, Cipla Limited, Nicholas Piramal, Man Industries, Hindustan Motors, Kirloskar Brothers, Hitachi India, Sony India, Volvo India, Indo Rama, L&T Case, STI Ltd.

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**PAFEX PRIVATE LIMITED (Subsidiary of FedEx, USA)****October 2003 - January 2005**

Pafex (Prakash Air Freight Pvt. Ltd.) is one of largest Air Express cargo carrier and 100 % subsidiary company of FedEx (Federal Express Corporation, USA) in India. Through this association, the firm delivers documents and packages to 220 countries and 4348 location across India.

**Branch Manager, Indore**

- ⇔ Management of overall growth of sales, collections and operations (both domestic and international Courier and Cargo). Responsible for all business operations within Indore and surrounding areas.
- ⇔ Responsible of entire operational costs, including sales and service, budget formulation, implementation of profit centre concept and ensuring credit control through timely payment collections.
- ⇔ Planning and organizing smooth operation of all customers, Associate service participant- ASPs of FedEx with local networking and documentations for exports consignments.

**Highlights;**

- ⇔ Increased average branch revenue by double through new business additions.
- ⇔ Selected on performance for FedEx Express "Certificate Training in Essential Selling Skills- February 2004".

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**ASCENT MARKETING (Distributor of EUREKA FORBES LIMITED)****May 1998 – September 2003**

Ascent marketing is sole distributors for Eureka Forbes limited (**Industrial Division**) and Roots Hako Multi clean, Germany. Pioneer in industrial water purifiers, cleaning machines and house keeping contracts

Senior Sales Executive, Indore

May 1998 – August 2002

Branch in Charge

September 2002 - September 2003

- ⇔ Responsible for sales, services and commercial projects within Indore. Managed all sales of industrial purifiers, water coolers and industrial cleaning systems.
- ⇔ Responsible for annual housekeeping contracts for commercial institutions and industrial places.
- ⇔ Managed annual maintenances and service contracts for industrial/ institutional installed machines.
- ⇔ Contributed to total team and personal targets achieved for sales and services.
- ⇔ Developed good relation with key intermediaries such as Architects, Contractors and Government suppliers.

**Highlights;**

- ⇔ Awarded as best Industrial product sales person for two consecutive years 2000 to 2002.

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**Professional Development & Certificates**

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- ⇔ FedEx Express “Certificate Training in Essential Selling Skills”
- ⇔ Harvard Business School online Harvard Manage Mentor “ Team Management”
- ⇔ Harvard Business School online Harvard Manage Mentor “ Decision Making”
- ⇔ Harvard Business School online Harvard Manage Mentor “ Leading People”
- ⇔ Harvard Business School online Harvard Manage Mentor “ Change Management”
- ⇔ Harvard Business School online Harvard Manage Mentor “ Strategy Planning and Execution”

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**Other Distinctions**

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- ⇔ Attended:
  - International & National Level Conferences and presented papers.
- ⇔ Published Papers on:
  - Opportunities and Challenges of Supply chain Management (Indian Experiences)
  - Strategies for Reducing Institute-Industry GAP
  - Mutual Diligence Business in Supply Chains– A Dynamics Business System Approach
  - New paradigm in Supply Chain Management

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**Computer Skills**

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- ⇔ **Software**
  - ERP/SAP Platform, Microsoft Office and Windows Vista/ Xp.
- ⇔ **Hardware**
  - Diploma in Hardware engineering from IKDC, affiliated to Devi Ahilya University, Indore, 1997

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**C S R Activity**

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- ⇔ Visiting Guest Faculty (SCM & International Logistics) at:
  - **Pioneer Institute of Professional Studies**, Indore
- ⇔ Volunteer for Education, Community Health care, Rural Infrastructure :
  - **Adani Foundation**, Ahmedabad

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**Personal Details**

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Father's Name	:	Shri Jainendra Kumar Jain (Retd. Govt. Service)
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