

JITHESH ACHARYA

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Current Location: Mumbai, India

With nearly a decade of experience in agricultural products, I've engaged with diverse clients, managed end-to-end processes, and navigated various geopolitical situations, all while delivering efficient customer service.

My background as a Chief Operating Officer (COO), Operations Head, and Trader blends multiple disciplines, allowing me to consistently drive success and foster company growth. I specialize in maximizing output through resource optimization.

In addition to leading large-scale B2B operations, I have successfully established a retail brand for packed consumer goods focused on healthy snacking, expanding our footprint into the FMCG space and diversifying revenue streams. I hold certifications and expertise in business development, supply chain logistics, import/export operations, food safety, arbitrations, procedures, documentation, and technology.

WORK EXPERIENCE

Duration : December 2025 – February 2026

Chief Operating Officer (COO)

AlNafea Foods – Jeddah, Saudi Arabia.

AlManafea First Industries – Jeddah, Saudi Arabia

Overlooking end-to-end operations, trading strategy, and profitability across the company's nuts, spices, legumes & pulses division, managing global procurement, supply chain execution, factory management, quality control and brand positioning across multiple markets.

Products:

Cashew Kernels – India & Vietnam | Almonds, Pistachio – USA | Macadamia – South Africa | Pepper – Vietnam & Brazil | Rice – Brazil, India, USA & Vietnam | Lentils – Canada, Australia & Turkey (processed) | Fava beans – Australia | Kabuli Chickpeas – Russia, Argentina & Australia | Desi Chickpeas – Russia, Argentina & Australia | Bulgur, Semolina – Turkey (processed) | Sesame, Peanuts and More – India

Brand: Al-Taie | Atyaabi | Bonta | Al-Jawad | Two Girls | Al-Bakherah Mark | Al-Safeer

Accomplishments:

- Successfully restructured the organization to establish a balanced and efficient operational framework across all divisions, improving coordination and execution
- Launched FMCG retail B2C product lines in the Saudi market, including flavoured and spiced variants as well as trail mix offerings in the nuts and seeds category
- Established direct procurement networks at farm level and origin countries, strengthening control over raw material quality while optimizing cost efficiency
- Turned around a loss-making pulses and legumes division to profitability through strategic commercial and operational interventions
- Oversaw factory operations with a production capacity of approximately 350 MT per day, ensuring alignment between production and market demand
- Effectively managed excess, expired, and quality-affected inventory by implementing recovery and utilization strategies, minimizing financial losses

- Expanded the product portfolio by introducing new commodities such as black pepper, pistachios, and cashew kernels, supported by a structured sourcing strategy targeting 12–18% PAT
- In terms of scale, I have handled significant trade volumes across key commodities, including ~10,000 MT of fava beans from Australia (valued at ~\$4.5–4.7M), ~4,000–5,000 MT of desi and kabuli chickpeas from Australia, Russia, and India (~\$2.5–2.7M), red lentils from Australia and Canada (~\$1.2M), ~300 MT of semolina and bulgur (~\$180K), and over 2,000 MT of US almonds. I have also managed newer portfolio expansions including ~500 MT of US pistachios (~\$2.1–2.2M), ~200 MT of cashew kernels from India and Vietnam (~\$1.5M), along with additional volumes in Vietnamese black pepper.

Job Description:

1. Managed P&L for the company's nuts, spices, legumes & pulses portfolio, driving revenue growth, margin optimization, and cost control across procurement, production, warehousing, logistics, and distribution to ensure efficient movement of goods from origin to market.
2. Led international procurement and commodity trading operations, sourcing raw materials and finished goods from key global origins including Australia, Russia, Canada, Turkey, America, UAE, India, Vietnam, and other strategic markets.
3. Managed brand portfolio strategy and growth for key company brands including Al-Taie - Cashew Kernels, Almonds, Pistachio, Pepper, Semolina, Bulgar, Chickpeas, Sesame, Peanuts, Macadamia, Lentils, Favabeans, Rice, and other canned & instant foods.
More Rice variety under Brand Atyaabi | Bonta | Al-Jawad | Two Girls | Al-Bakherah Mark | Al-Safeer
4. Initiated and executed trading positions based on global market intelligence, supply dynamics, and pricing trends to optimize inventory cycles and commercial profitability.
5. Directed procurement strategy, supplier negotiations, and contract execution to ensure competitive pricing, quality assurance, and supply continuity.
6. Developed and implemented market-specific commercial strategies across GCC and regional markets, aligning product positioning with consumer demand and retail channel dynamics.
7. Collaborated closely with sales, production, and finance teams to align commercial targets with operational capacity and market opportunities.
8. Monitored global commodity markets and pricing movements to guide purchasing decisions, risk management, and trading strategies.

Duration : January 2023 – November 2025

Chief Operating Officer (COO)

Certus Commodities LLP – Mumbai, India

(In Collaboration with Homie D'Lion Company Limited – Vietnam)

Products: Cashew, Almonds, Walnuts, Pepper, Rice, Sugar, Peanuts, Macadamia, Sesame Seeds, Cloves, Soyabean, Pistachio and More.

Brand: Nut Darlings & Promoter: Krishnaya Foods.

Accomplishments:

- Co-Founded a successful international food brokerage company, establishing its presence across global markets with a strong focus on operational excellence and client trust.
- Drove the company's commercial and operational growth and achieving an approximate annual sales turnover of \$37–40 million, generating a net commission Profit before tax (PBT) of \$220,000–\$250,000 through consistent customer acquisition and diversification into new commodities.
- Successfully established a retail brand for packed consumer goods focused on healthy snacking, expanding the company's footprint into the FMCG segment and enhancing brand visibility in domestic markets.
- Architected and implemented a full-scale backend ecosystem—including CRM, accounting, logistics, operations, and tech infrastructure—leveraging years of industry insight to ensure seamless workflows and accurate record-keeping.

- Designed and launched a custom-built website with a dynamic user portal, enabling real-time access to market trends and product tracking—enhancing both transparency and client engagement.
- Led the legal and compliance setup, including company registration and documentation, by independently navigating regulatory frameworks using adaptive and self-taught knowledge.
- Represented the brand at trade exhibitions, hosting booths to expand networks and forge new business relationships, while also producing impactful creatives and marketing materials using graphic design skills.

Job Description:

1. Oversee the entire supply chain process, ensuring efficient operations.
2. Coordinate with buyers and sellers to guarantee timely delivery and product quality.
3. Build and maintain strong relationships with key clients, addressing their needs and concerns promptly and effectively.
4. Implement and manage technology solutions to streamline operations.
5. Develop and manage budgets, forecasts, and finances.
6. Stay updated on industry trends and innovations to maintain a competitive edge for the company.

Duration : August 2016 – December 2022

Operations Manager and Trader – Agriculture Commodity (Nuts, Spices, Grains, Pulses, Oilseeds and more)

AgriTradex Commodity Services DMCC – Dubai, United Arab Emirates

AgriTradex Commodities India Private Limited – Mumbai, India

Accomplishments:

- Relationships with major and minor clients worldwide in commodity industries with knowledge of their needs and documentary instructions.
- Product expertise and operational knowledge for Cashew Kernels, Raw Cashew Nuts, Peanuts, Pepper, and other Oilseeds, Nuts and Spices.
- Hands-on experience with a wide range of Incoterms like High Sea Sales, FOB, CIF, CFR, EX-Works, DAP, DPU, DDP, FCA along with Payment terms like CAD through bank, TTR, Letter of Credit LC, Advance and Various Arbitrations from Europe, America, Asia.
- Founding Member | Conceptualized and launched AgriTradex.com – a B2B online trading platform for agro-commodities enabling global buyers and sellers to connect, post inquiries, participate in polls, and stay informed with real-time industry updates.
- Founding Member | Created AgriWorldExpo.com, a specialized digital advertising portal for agro-commodities, allowing businesses worldwide to connect with their target audience effectively.
- Recognized consistently as the Best Employee, for exceptional performance in managing operations and administration.
- Successfully managed operations by taking over responsibilities previously handled by three team members, demonstrating strong leadership and efficiency.

Job Description:

1. Executed buying and selling of physical agricultural commodities on behalf of commercial and private clients, operating on a commission-based model.
2. Forward selling or buying of commodities based upon the client's requirements and hedge for them.
3. Develop and maintain client relationships by visiting supplier factories, attending Trade exhibitions and scheduled meetings.
4. Analyzing & monitoring the factors that may affect price movement, including weather conditions, trade policies, political developments, or changes to supply and demand.
5. Preparation of detailed market reports & overseeing logistics arrangements liaising with buyers, suppliers, logistics providers, inspections companies and customs.
6. Reviewed activities regularly to identify opportunities for improvement.

7. Supervised and trained teams to ensure compliance with internal standards and regulatory requirements.
8. Managed facility space efficiently, ensuring optimal functionality and readiness for business needs.
9. Prepared and presented operational and project reports directly to the Directors
10. Recruited and terminated administrative personnel based on evolving organizational requirements.
11. Developed & implemented new working procedures following the company's rapid growth.
12. Served as an Authorized Signatory for contract agreements and legal annexures, ensuring smooth execution of business commitments.

EDUCATION & CERTIFICATION

June 2022	<p>FDA FSMA PREVENTIVE CONTROLS QUALIFIED INDIVIDUAL (PCQI) Accredited by The Association of Food and Drug Officials (AFDO) The Food Safety Preventive Controls Alliance (FSPCA) U.S. Food and Drug Administration (FDA) International Food Protection Training Institute (IFPTI) Institute for Food Safety and Health (IFSH)</p>
April 2021	<p>Supply Chain Management Specialization in Logistics, Operations, Planning and Sourcing Rutgers University–New Brunswick Coursera</p>
November 2019	<p>Advanced Certificate in International Trade & Business First Class Indian Merchant Chamber of Commerce and Industry, Mumbai MH INDIA</p>
March 2021	<p>Purchasing, Supply Chain, Quality & Lean Six Sigma Foundations LinkedIn E-Learning</p>
May 2020	<p>Fundamental of Digital Marketing, Google Ads & Analytics Certification Google Digital Garage E-Learning</p>
January 2017	<p>Bachelor of Management Studies - International Finance & Business (BMS/BBA) University of Mumbai MH INDIA</p>
December 2014	<p>Advanced Certificate in Computer Hardware & Networking Jetking Infotrain Limited, Mumbai MH INDIA</p>

PERSONAL DETAILS

LANGUAGES KNOWN

HOBBIES AND INTEREST

Date of Birth : 13/12/1995
Nationality : Indian
Marital Status : Married
Passport No. : T1296372

English - Professional Proficiency
Hindi - Native Proficiency
Marathi - Native Proficiency

Management & Technology
Digital Artwork & Illustrations
Tailoring garments
Organizing and cleaning