

Dhirendra Kumar Jha



SCM Business & Operations // SCM Planning // Business Strategy // Logistic Strategy // Supply Chain Performance // Logistics Management // Process Optimisation // Strategic Sourcing // Problem-Solving // Negotiation

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Professional Summary

Seasoned Supply Chain professional with over two decades of experience in leading teams to optimize supply chains across various sectors, streamlining distribution networks through strategic planning driving customer satisfaction and business growth. Proven track record in SCM business development, enhancing operational efficiency and implementing robust ERP solutions.

Key achievements

- **Key strategist & implementer** with proficiency in translating **business vision and strategy**
- Spearheaded **complete supply chain network overhaul** for a customer reducing the wastages resulting in cost reduction for customer and **business** growth for company
- Directed the **supply chain operations** to meet the time specific demand of low value, low volume rural demand including **inventory management**
- Guided the team to provide **customised logistics solution** to improve efficiency and to reduce demand and supply gap
- Excellent **negotiating skills** and **relationship management**
- Key member in **designing inhouse ERP software**
- Expert in **formulating processes, policies and workflows**

Core Competencies

- Business Development & Operations
- Supply Chain Planning & Management
- Logistics (Domestic – First Mile & Last Mile, Express Distribution, Warehousing and International logistics)
- Business Process & Operational Excellence
- Demand Forecasting & Planning
- Revenue Growth / P&L
- Strategic Planning & Leadership
- Client/Vendor/Stakeholder Management
- Strategic Partnership & Contract Negotiations Port, ICD, FTZ & CFS Operations

Work Experience

Freelance SCM Strategist (Since 29th Sep 2024)

Working as a freelancer for several logistic service providers in eastern part of India. Major assignments include-

- Distribution Management through sub-contract
- Vendor Management
- Supply chain strategy towards cost effectiveness through data analytics
- Import & Export documentation
- Business Reviews

Falca E-Solutions Private Limited - Vice President (Rural Supply Chain Network) (5th May 2023 to 29th September 2024)

Established tech enabled rural distribution and procurement network for agri value chain pan India with a focus to bridge the gap in demand and supply. Synopsis of my current profile –

- Creation of rural supply chain infra for the company
- Designing robust operating system considering risk mitigating techniques and proper monitoring system
- Managing supply chain operations in retail distribution network
- Enabling robust first mile and last mile operations leading a team of 70+ lower & middle level
- Managing 100+ warehouses (5 lakh Sqft)
- Inventory Management at 100+ warehouses and retail stores
- Contract Negotiation with Suppliers, Logistics providers and vendors

Innoterra Platform Private Limited - Head Cluster Development & Post Harvest Service (19th March 2019 to 3rd May 2023)

Proven track record of exploring new clusters/geographies, establishing and driving the warehousing and logistics vertical of the company with an end to end supply chain management including warehousing (hub and spoke model).

- Enabled supply chain network and operations towards first mile rural level pickup, transshipment, consolidation and transport to domestic Buyers' factory
- Provide High-tech coupled with Human-touch logistics services to significantly increase the operational efficiency and reduced transit loss
- Bringing transparency through robust operating processes in supply chain management through well devised risk analysis and management.
- Managed domestic supply chain and Import & Export operations
- Inventory management

Maiia Commodity Management Private Limited - Head Commodity Logistics & Risk Management (16th August 2017 to 16th March 2019)

- Developed import and export business
- Devised and developed agri warehousing and logistics business (inland and seaport)
- Handled end to end logistics and warehousing in more than 50 mid-sized warehouses
- Risk evaluation and supply chain management
- Vendor Management & Leasing of warehouses, oil tankers and containers
- Strategically plan & implement the systems, internal controls, policies & procedures
- Monitoring of commodity risks i.e. M2M and loss tolerance

CWT Commodities Pte Limited - Head Commodity Logistics & Risk Management (16th April 2014 to 14th August 2017)

- Developed import and export business of agri and non-agri commodities (metal)
- Managed port, CFS, ICD, FTZ and inland operations
- Vendor Management & Leasing of warehouses, oil tankers and containers
- Designing operating policies and processes for import and export transactions

Gati Ship Limited - Head Business & Operations (12th May 2012 to 14th April 2014)

- Handled shipping operations (7 foreign flag vessels and 3 indian flag vessels)
- Managed Container operations, Bulk cargo & Break Bulk cargo operations
- Vendor Management & Contract Management
- Chartering of vessel
- Managed statutory compliances
- Leasing of containers

Gati Limited - Head Business Operations (East Zone) (21st February 2007 to 11th May 2012)

- Managed zonal express distribution network (Multi-Modal logistics) for east zone
- Handled distribution network for 3 SAARC countries (Nepal, Bangladesh & Bhutan)
- Vendor Management & Contract Management
- Leasing of Railway VPU/VPH
- Managed project cargo
- Managed logistics network optimisation

Toyota Kirloskar Motor Private Limited - Manager Accounts (East Zone) (5th November 2003 to 17th February 2007)

India Motor Parts & Accessories Private Limited (TVS) - Manager Accounts (12th October 1999 to 31st October 2003)

Pennzoil India Limited - Asstt, Manager Accounts
(23rd January 1997 to 9th October 1999)

Education

Master of Business Administration (Newport University, California, USA)

Semi-qualified Chartered Accountant (The Institute of Chartered Accountants of India)

Diploma in Commodity Derivative and Risk Management (Multi Commodity Exchange)

Skills

Certified ISO Auditor from NQAQSR

Data analytics, Power BI

Lean six sigma, Kaizen

Played key role in ERP development for SCM, Logistics, WMS, E2E Business process

Date of Birth: December 30th, 1972

Last Salary Drawn : 34 lacs p.a.

Expected Salary : Negotiable

Notice period : 1 month

References : Available on request
