



## SRAVAN KUMAR

Operations | Procurement | Supply Chain

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### SOFT SKILLS

- Leadership & Supervision
- Team Handling
- Problem-solving Abilities
- Out-of-the Box Approach
- Perspective Taking
- Critical thinking
- Collaboration & Communication

### KEY COMPETENCIES

- Sales and Marketing
- Channel Management
- Account Administration
- Supplier Negotiation
- Risk identification and mitigation
- Procurement
- Inventory Management
- Project Planning & Delivery
- Stock Planning
- Operations Management

### TECHNICAL SKILLS

- Windows
- MS-Office
- SAP
  - ✓ SD
  - ✓ MM Module

### PERSONAL DETAILS

- DOB: 14th March 1981
- Linguistic Abilities: English | Hindi | Telugu
- Marital Status: Married
- Hobbies: Cricket and Music



### PROFILE SUMMARY

- A dedicated MBA professional with 15+ years of experience, possesses a sound track record of working in **sales and marketing** domains. A robust career in operations, procurement, and pricing. Currently working as Deputy General Manager with Suhail Bahwan Automobiles, Dubai.
- Possess excellent functional skills necessary for **business growth** and development
- Undertook **process improvements** by effective management of small and big teams.
- Sound knowledge of various areas of **business management**, such as inventory handling, relationship management, channel management, and demand forecasting.
- Team player with a good **knack of supervision** at all levels of delivery.
- Robust **communication** with suppliers and customers to materialize mutually satisfying business deals.



### AWARDS & ACCOMPLISHMENTS

- Awarded Superstar for the category of ownership for 2012 in Suhail Bahwan
- Honoured for commitment and dedication for the year 2015
- Received Best Sales Performing award in ENI for 2010-2011
- Promoted as Div. Manager and DGM in the same organization

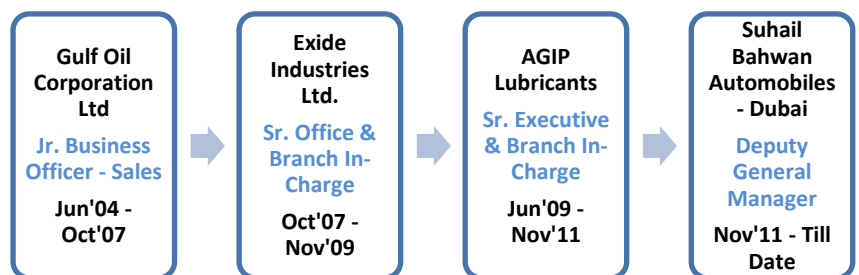


### EDUCATION

- M.B.A, Osmania University, 2004
- B.C.A, Osmania University, 2002



### CAREER SNAPSHOT



## WORK EXPERIENCE

<b>SUHAIL BAHWAN AUTOMOBILES</b>	<b>Jan 2021 – Till Date</b>
<b>Deputy General Manager – Procurement &amp; Supply Chain, TBLA division</b>	<b>DUBAI, UAE</b>
<ul style="list-style-type: none"><li>• Products handled – <b>tyres</b> [Westlake, TVS, Rodeo, Nama, Taiho] for UAE/Export market, <b>Lubricants</b> [Valvoline, Emarat Lubricants, Luk Oil] for UAE/Export market, <b>Batteries</b> [Panna Batteries, Meteor Batteries]</li><li>• Dealing with 25-30 centres from different countries and 30-35 vendors to streamline business processes</li><li>• Managing business growth by purchasing goods and services as per organizational expectations and standards</li><li>• Negotiating contracts with vendors and materializing deals in favor of business growth and expansion</li><li>• Monitoring custom costs and related procedures associated with different nations</li><li>• Managing inventory by identifying demand-supply gaps and ensuring product availability and in-time delivery</li><li>• Suggesting the best prices to the sales team by evaluating competitors' pricing strategies</li><li>• Monitoring company targets and ensuring to accomplish the allocated budget</li><li>• Optimizing delivery processes by arranging shipment and optimizing transportation costs; negotiating with shipment companies to manage yearly contracts</li><li>• Executing invoices and circulating stock reports, monitoring ageing stocks</li></ul>	
<b>SUHAIL BAHWAN AUTOMOBILES</b>	<b>Nov 2011 – Jan 2021</b>
<b>Divisional Manager- Operations, Supply Chain, &amp; Sales Coordination</b>	<b>DUBAI, UAE</b>
<ul style="list-style-type: none"><li>• <b>Product handled – Nissan, Renault, Infiniti vehicles</b></li><li>• Provided excellent leadership by directing the sales support/operations team and managing the point of contact between sales and operations in the development of goods delivery</li><li>• Ensured process compliance by managing customer-specific documents and information for special or non-standard requests</li><li>• Involved in business growth and development by making the export operation planning for loading/collection clearance coordinating with W/H, Transport department</li><li>• Executed invoice and circulated stock report in SAP; monitored ageing stocks</li><li>• Coordinated across departments and countries to ensure timely completion of projects within the stipulated budget; arranged marine insurance and essential third-party inspections as per destination country guidelines; arranged the shipments as per LC requirements and coordinated with F&amp;A for documents negotiation</li></ul>	
<b>AGIP LUBRICANTS</b>	<b>June 2009 – Nov 2011</b>
<b>Sr. Executive and Branch In-charge</b>	<b>Kadapa, Andhra Pradesh</b>
<ul style="list-style-type: none"><li>• Conducted channel sales activities for Rayalaseema Area (Kurnool, Kadapa, Anantapur, Chittoor) by making strategic planning</li><li>• Coordinated with team and distributors to achieve projected budgets and manage projects within stipulated finances</li><li>• Set up meetings with dealers and fleet owners and conducted awareness campaigns to generate demand and increase market share for the business</li><li>• Closely monitored competitors' activities to devise suitable counter strategies for business growth</li><li>• Managed a team of 14 members, including the depot staff, to improve business processes and procedures</li><li>• Ensured channel partner satisfaction by resolving grievances quickly and effectively</li></ul>	
<b>EXIDE INDUSTRIES LTD</b>	<b>OCT 2007 – June 2009</b>
<b>Sr. Officer and Branch In-charge - Products handled-Automotive Batteries</b>	<b>Karimnagar</b>
<ul style="list-style-type: none"><li>• Handled dealers' network for 5 districts of the Telangana region</li><li>• Managed business growth by appointing new dealers in untapped areas and conducted mass awareness campaigns</li><li>• Solely handled key accounts in my region</li><li>• Led a team of 8 members and gave guidelines to service technicians to reduce warranty percentage.</li><li>• Revenue-wise, handled 1.0 crores of business every month</li></ul>	
<b>GULF OIL CORPORATION LTD</b>	<b>June 2002 – Oct 2007</b>
<b>Jr. Business Officer – Sales Product Handled: Automotive Lubricants</b>	<b>Hyderabad</b>
<ul style="list-style-type: none"><li>• Took responsibility for direct sales in the Hyderabad territory by liaising with team members and retailers.</li><li>• Addressed customer complaints by discussing issues with senior colleagues</li><li>• Helped in meeting targets by giving guidelines to distributor sales personnel</li><li>• Created brand awareness in my territory by conducting mechanic meets</li><li>• Revenue-wise, handled 45-65 Lacs business every month</li></ul>	

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