

Shailesh Ojha

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Job Objective

A challenging job and a suitable position wherein I can, not-only make the optimum use of the existing opportunities but also create new ones so as to deliver the best results for the organization every time; to work for a company where the working environment compels you to be nothing but the best.

Professional Profile

- ✓ **BA from MDS University, Ajmer (Raj)** with over 20+ years of rich experience in supply chain, logistics & dispatch management.
 - ✓ *Currently working as **Logistics & Dispatch Manager** with **Bisleri**, based out of Ludhiana.*
 - ✓ Expertise in warehousing, logistics, inventory management, distribution or dispatch management.
 - ✓ Excellent communicator with exceptional relationship management & organizational skills.
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Organizational Experience

Bisleri Asian Lakto Industries Ltd

Logistics & Dispatch Manager

Feb'17 to Present

Key Functional Areas:

- Directs, manages and coordinates dispatch staff to build daily routes for distribution drivers across multiple sites within assigned region.
- Oversees the planning, prioritization and assignment of loads based on route, scheduled arrival date, weight, etc for key partners such as Walmart, Metro, Reliance, V-Mart & D-Mart.
- Develops delivery strategies to minimize LTL runs, optimize costs, increase run profitability and decrease empty miles travelled.
- Reviews projected delivery needs to ensure customers are serviced in a timely and efficient manner; makes strategic recommendations for continuous improvement.
- Analyzes transportation and distribution procedures to economically and efficiently delivery product; implements best practices based on findings.
- Communicates capacity to Operations Management for better efficiency.
- Develops, implements and maintains processes, procedures and programs to improve safety, productivity and profitability at the regional level.
- Manages the performance of dispatch staff including hiring and disciplinary actions

TV24 Shopee India Pvt Ltd, Ludhiana

Logistics Manager - Punjab

Dec'05 to Jan'17

Key Functional Areas:

- Responsible for overall Sales / Dispatch in the region. Planning and managing logistics, warehouse, transportation and customer services
- Monitoring and guiding distributor sales against Order and Infrastructure support.

- Arrange warehouse, catalog goods, plan routes and process shipments
- Monitor quality, quantity, delivery times, and transport costs
- Support continuous improvement initiatives and identify inefficiencies and cost optimisation opportunities
- Manage, coach and develop a high performing team that meets agreed objectives and delivers best practice results, added value and continuous improvements
- Collaborating with senior management & updating over dispatch status on daily basis.

Telemarketing (I) Pvt Ltd, New Delhi

Sales Manager

Sep'97 to Nov'05

Key Functional Areas:

- Delivered, developed and managed client relationships and achieve targets by identifying new market.
- Co-ordinated between the company, sales team and the dealers.
- Strategised for business development through promotional schemes for dealer as well as customers.
- Forecasting & ensuring sales in accordance with forecast
- Ensuring Cheque bounce/Goods return & General CN to be as prescribed in KPI
- Reporting & controlling of entire Sales Team under area of operation. Ensuring proper discipline, compliances with all set of norms & processes
- Authentication, approval & management of credit notes for building proper protocol in the system.
- Ensuring all projects/schemes etc introduced by the company is implemented & executed across the territory.

Areas of Strength

- Ability to work independently in a fast-paced environment & work under tight schedule.
- Equally effective working in a self-managed projects or as a team member
- Ability to work with people of diverse backgrounds
- Able to coordinate multiple projects

IT Skills

- Well versed with MS Office, Windows OS etc.

Academic Credentials

- B.A. from Maharishi Dayanand University (MDS), Ajmer Rajasthan in 1997

Personal Details

Contact Address : Shahid Bhagat Singh Nagar, Ludhiana
Date of Birth : 13th April 1972
References : Will be furnished on request