



Rajan Pushkarna
nd,
November 2 1981

B-Ilnd 34 Gurnanakpura ,
College Road Qadian-143516
Teh. Batala District Gurdaspur
(Punjab) Phone: 01872-220614
8930119233
9814556382

rajanpushkarna@sunstarmail.com
rajan.pushkarna@gmail.com
rajan@pushkarna.com

Senior Management Professional

A dynamic Supply Chain Leader with over 12 years in leading the procurement & business development function in a mid & large scale operation specialization in, sourcing, procurement, 3rd Party Logistics, Inventory Management, with key focus on top line profitability

Proficiency Forte:

- ~ Product Development
- ~ Packaging Development
- ~ Relationship Management
- ~ Co-orations with Production
- ~ Payment & Vendor Management
- ~ Store Operations
- ~ Assurance & Control
- ~Managing Department Compliance as Company and ISO Norms and Standards
- ~ Project Planning and Procurement
- ~ Vendor Evaluation & Reconciliations
- ~ General Management
- ~ Business Development
- ~ Store Set Up
- ~ Cost Control
- ~Asset Finalization, Planning and Procurement
- ~ Material Planning
- ~Quality Ensurance
- ~Process Enhancements
- ~ Planning and Buying
- ~ Brand Development
- ~ Team Management Quality

Profile Snapshot

Sourcing Management

Inventory Management

Project Planning & Procurement Management

Packaging Development & Brand Management

Define performance metrics for measurement, comparison or evaluation of supply chain factors, such as product cost, quality, warehouse and logistics cost, Alignment of capacity, quality and delivery from material to **Supply Chain Plan, Negotiation, Process Re-engineering, Design Concept to delivery On Time**, aligned as per operations plan.

- Adroit in applying purchasing/procurement methodology to achieve organizational objectives, best value for the enterprise, and achievement of target return on investments (ROI).
- Develop annual plans with prioritization and resourcing, Manage and / or execute procurement related functions (e.g., develop and implement contract management and procurement frameworks, sourcing strategies, negotiate and manage contracts, etc.),
- Insightful knowledge of process analysis and design, application based process reengineering, process optimization, cost control from various supply chain solutions.
- Distinguished efforts towards directing strategic sourcing through identification of cost effective vendors/suppliers for procurement with an aim of reducing cost while improving quality.
- Holds the distinction of developing different alternate sources of sourcing material using **internet bidding, reverse auction**.
- Warehouses set up and operations with rollout covering inventory, Managing Inventory.
- Smooth implementation of guidelines under **quality management standards (QMS)** viz. **ISO9001:2008, ISO14001:2004 and 22000 & Hazard Analysis and Critical Control Points (HACCP)**.
- Proper utilization of manpower to execute the procurements, dispatches, store functioning **disposal of scrap** & Housekeeping in Warehousing /Stores.
- Managing of warehouse equipment viz. **AMC of Fork Lifts, Stackers, Order Pickers, Elevators, Hydraulic Pallet, Weighing Machine, DG Set, Trolley, Compressor, Strapping Machine**, etc.

- Successfully heading Centralized Packaging Department of the company and managing the complete packaging purchase, development and coordination, participating in new product development from concept to launch.
- Effectively developed new vendors from abroad
- Entire Working of Warehouse & Distribution Function
- Purchased fuels Chemicals Charcoals Coal as when Required
- **Making Process for Managing (designing strategies Overviewing Implementation and controlling) Security, Housekeeping, Electrical, Mechanical, Civil, loading and unloading,** Handling the operations of **logistics, manufacturing operations, services & contract, material planning, and packaging development**
- Carried Out Procurement for Material required for **SHE** (safety health and environment)all safety equipment's

Skill Set

Sourcing Management

- Oversee organization wide management of the strategic sourcing, procurement, contracting and evaluation of services
- Negotiate and set up frame contracts Effective & proactive liaison with other departments as necessary to forecast, plan to meet purchase deadline, to bundling of demands for necessary.
- Coordination the sales and operations planning process including supply / demand forecasting, inventory management, and on time delivery, Monitor and analyze current trends in the marketplace, Identify and manage risk within the supply chain.
- Address tactical and strategic procurement issues Stay informed of advances in purchase technology and approaches, and apply within the organization to improve supply chain.
- Management of the Budgeting process (operating and capital), effective cost control systems, reports on progress in relation to Capital Projects Approval and spending, to support all transactions & operations,
- Develop and update purchasing policy and planning, Manage of purchasing information and systems, and review commodity strategy with the management team.
- Search for new potential suppliers, develop and set up a supplier data base, Manage and develop the existing and potential supplier pool and update the Approved Vendor List, , Negotiate with local and international suppliers; prepare price comparisons, cost saving budgeting and targeting.
- Make or buy analysis of stands production and decision in cooperation with management. Provide timely and accurate reporting and analysis in relation to the business

Imports

- Handling the import process for machines & packaging from different sources
- Effectively developed new vendors from abroad
- Documentation Liaising for Letter of Credit, Advance License, EPCG, appointing CHA & CFA for timely clearance of materials and arranging transportation from port to factory

Inventory Management

- Warehouses set up and rollout covering inventory, implementing 5S, Managing Inventory.
- Identify and tie up with 3PL vendors in areas of – transportation & warehouses
- purchase and maintenance of equipment, housekeeping, pest control and security agencies at the Negotiate best possible commercial terms with the 3PL vendors and getting approval from finance, Set SLAs for the 3PL vendors, review their performance against the SLAs and take appropriate actions for performance / non-performance,
- Directing all logistics functions including cargo planning, storage, distribution, payment realizations & customer support as well as negotiations with transporters for ensuring cost effective transport solutions & clearances, appointing new CHA/Transporters by evaluating alternative options as per quotations received for primary and secondary transportation requirements Evaluating transporters performance on monthly basis on various KPIs and revising agreements as need be ensuring timely service to customers as per company's SOP).

Dispatch/Retail Management

- Understand the stock requirements of the sales/retail team primarily in terms of numbers and the possible mix of merchandize and synchronize delivery of the merchandize as per the requirements. Provide support to the sales/retail team on promotions and also meet the stores replenishment on time.
- Plan for liquidation of non- moving stocks through various channels. Weekly review of exception reporting. Ensure all the operations are adhering to the statutory compliances.
- Analyze Warehouse Management System data (WMS) and shrinkage data, Generating monthly-daily MIS capturing Ensuring that Inventory Plan adequately reflects SKU level production and corresponding SKU-wise Service Level in the market

Packaging Development

- Facilitated in development of new products for **private labels** with specific responsibilities that include packaging design, functionality, appearance and operational capability from **Art Work to Design**.
- Significantly managed the operations of complete packaging of **Corrugated Fiber Board Box, Duplex Board Mono Cartons, Labels, Blister Packs, Al Foil, Strip, Mono Cartons, Flexible Laminates Film, Pouches & Tubes, Multiwall Paper Sack Bags, Jute Bags, Paper Bags, HDPE Bags, Non-Woven/Woven Sack Bags, Labels/Barcodes/Stickers/Strips, etc**
- Organizing transit trials to verify the adequacy of the specifications and implement suitable modifications for improvement, if packaging material does not stand the transit trials,
- Essayed **stellar role in developing all the packaging materials** for domestic as well as export market

EMPLOYMENT DETAILS

 www.sunstaroverseas.com	Manager Purchase (Head Corporate Purchase) Oct'2012 to Till Date... Sunstar Overseas Ltd. Gate# 3. 40 KM Stone. G.T. Karnal Road. Bahalgarh. Distt. Sonapat-131021. Harvana
 www.sunstaroverseas.com	Dy. Manager Purchase & Stores Oct'2010 to Spt'2012 Sunstar Overseas Ltd. 26 KM Stone. Amritsar-Jalandhar G.T.Road Tangra, Amritsar-143009, Punjab (India)
 www.mbdgroup.com	Dy. Manager Purchase & Stores March'2010 to Spt'2010 MRD PrintoGraphics Pvt Ltd Ram Nagar Industrial Area Gagraet Una Himachal Pradesh - 174315
 www.tridentindia.com	Senior Purchase Officer May'2006 to Feb'2010 Trident Limited /Abhishek Industries Ltd./ Abhishek Paper Ltd (Trident Group),E-212, Kitchlu Nagar, Ludhiana, Punjab, 141001, India

SCHOLASTICS

	Master in Business Administration (MBA) Supply Chain Management 2015 Himalayan University Itanagar Chimpu, Near Arunachal Pradesh Forest Corporation, Guest House, Gobpur Tinali, Cona, Itanagar, Papumpare, Arunachal Pradesh
	Post-Graduate Diploma in Human Rights 2008 IIHR Indian Institute of Human Rights A 50. Parvavaran Complex Saket- Maidanqarhi Marq New Delhi 110030
	Post-Graduate Certificate in Business under Trident Executive Training Program) Takshashila 1 st Batch 2006 Synetic Business School, Ramgarh, Chandigarh Road Ludhiana, Punjab
	Graduation (BSc-IT) 2005 Standard Technical College Batala Road Qadian PUNJAB TECHNICAL UNIVERSITY, JALANDHAR Now I.K. Gujral Punjab Technical University, Jalandhar - Kapurthala Highway, VPO - Ibban, Kapurthala-44603
	Diploma in Electronics Microprocessors 2003 Government Polytechnic College, Ferozepur The Punjab State Board of Technical Education and Industrial Training, Plot No. 1-A, Sector 36-A, Chandigarh.
	+2 (PCM) 1999 DAV Senior Secondary School, Qadian Punjab School Education Board Vidya Bhawan, Phase-8, SahibJada Ajit Singh Nagar (Mohali) Pin Code-160062
	10th 1997 AVM High School Qadian (now AVM Sen. Sec. School) Punjab School Education Board Vidya Bhawan, Phase-8, SahibJada Ajit Singh Nagar (Mohali) Pin Code-160062

Computer Skills: MS Office and Internet
 Graduation In Computers (IT)
 Working on ERP Platform (Like SAP Busy Talley)

Personal:

Father's Name: Sh.Som Nath Pushkarna
Mother's Name: Smt Vinod Pushkarna
Native Place: Qadian
Marital Status: Married
Languages Known: Hindi, English & Punjabi