



# PRATAP SINGH CHAUHAN

(Logistics, Supply Chain & Commercial Professional)

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An Ambitious Supply Chain Leader who creates strategic alliances with organization leaders to effectively align with and support key business initiatives. Build and retains high performance team by hiring, developing, and motivating skilled professionals.

Company	Designation	Tenure
Trident Group	President – Logistics & Material management	Apr 2018 – May 2021
Grasim (Aditya Birla)	General Manager - Commercial	Feb 2016 – Mar 2018
Amira Group	General Manager – Global	Dec 2013 – Jan 2016
BEST group	General Manager – Logistics	Nov 2011 – Dec 2013
Landmark group	Senior Manager – Logistics & Warehousing	Apr 2010 – Oct 2011
Louis Dreyfus	Manager – Logistics & Operation	Oct 2006 – Mar 2010
Michael Aram	Executive – Exports	Jan 2004 – Oct 2006
Alps Industries	Executive - Commercial	Feb 2000 – Jan 2004

## ACADEMIC

- B.Sc. (PCM) from CCS University (2000)
- MBA (Int Business) 2005
- PGDMA Material Mgmt

## CORE COMPETENCIES

- Business Growth Strategy
- Global Supply Chain Management.
- Cost Control and Avoidance
- Global and Strategic Sourcing
- International Logistics Operations
- E-com
- Business Planning
- System Implementation
- Digitalization & Automation
- Contract Negotiations & Compliance
- Govt. Liaison (Railways, Commercial, Custom)
- Chartering, Break Bulk
- Rack Movements
- Distribution
- Warehousing
- Banking
- Agro Trading

## Professional Path

- Creation & implementation of policy for additional slab for light weight products like yarn & Towels through FICCI and Assocham with Rly board during 2019-20 while working with Trident Group.
- Worked with ICD operators/ Port authority in implementation of key aspects like Rate Reduction, Wharfage waiver, free time extension & Weighment charge removal (Trident Group)
  - During my regime at Grasim, worked with Delhi railway (Baroda) for movement of sulphuric acid & Soda Coal racks through dry wagon and liquid tankers. Relaxation in Demurrage/Wharfage Charge, Delivery of Goods at the destination in absence

## Projects & Assignments

of RR and Overloaded wagon, extended working hours on railway side. Listing of Soda-Ash in railway tariff.

- During 2014- 16, I have done bulk breaking for both Basmati & Non-basmati rice at Delhi-Kandla & Vizag port- Nigeria, respectively.
- Contract and agreement with ocean freight carrier (US: Yearly FMC, EU/Med EU: quarterly & Cross trade agreement) and charter party agreement with proper SLA, negotiation with KAM, for any demurrage. Coastal agreement with Shreyas in southern region for end – end.
- Liaison with DGFT for EPCG, advance license & government incentive (Focus market, drawback.

Award	Entity	Tenure
Best Process Excellence leader of the year	Kamikaze	Feb - 2019
Chief Logistics officer of the year	Inflection	July - 2019
Supply chain personality of the year	Quantic	Oct - 2019

Young procurement professional of the year	Inflection	Oct - 2019
Dynamic Logistics professional of the year	EXIM	Jan -2020
Dynamic S.C.M leader of the year	Alden	Mar - 2020
Intra Logistics Asia Pacific	Chain	Nov - 2020

- CAPEX Procurement for new projects & Automation.

## PERSONAL Details

Age: 42 Years

Status: Married

Nationality: Indian

Family: wife with 2  
Daughters

## Awards & Accords

## Career Highlights

### Resident Commercial (logistics and material mgmt..) with Trident Group (Manufacturing)

Logistics Spend 345 Cr and Procurement spend 2800 Cr. Multimodal logistics (1500 FEU's export and 500 FEU's import) with rack operation, chartering, and coastal services. \daily outbound inbound above 200 vehicles per day for different businesses. 12.5 lakhs sq ft warehousing with entire inventory mgmt. with 353 manpower +152 Contractual (10 Department Head). Entire documentation, commercial, contract and agreement, insurance, compliance, safety norms and others. Liaison with railways, port authorities, custom, DGFT, Ministry

### • Aditya Birla Group : General Manager Logistics & Commercial (Manufacturing)

Headed entire Pulp and Fiber and Chemical plants with In India and Overseas (Thailand and Indonesia) commercial, Documentation, Logistics, Worldwide Export Import and other functions. Team Size 23 Person on company pay roll. Responsible for Domestic logistics (Road / Rail /Rack/ Sea/Coastal), Documentation, International logistics (containerize /Break bulk/Road), Documentation and customer commercial services

Responsibilities:

- o Responsible for the developing, documenting, and executing a global comprehensive logistics and distribution strategic plan which drive optimal customer service and profitability.
- o Project (Warehouse/ offices/Rack /Barge movements) Sourcing, infrastructure, compliance, legal formalities,
- o Manage and optimize a global supply chain logistics network with multiple distribution centers.
- o Ensure all regulatory and compliance measures are met within global guidelines.
- o Identify and implement best in lead time with low cost, infrastructure suitable to the scope and size of the business along with disciplines that underlie a supply chain operation.
- o Develop global implementation of distribution best practices such as systems integration and optimization, inventory control, demand planning, and SKU optimization.
- o Drive operational excellence and best practices across the network reducing cost by 5% per year
- o Coordinate with shipping lines / air lines and customs for ensuring timely delivery / clearance or other inspection issues. (demurrage – Detention / storage charges)
- o Negotiate with transporters, shippers, etc. to ensure seamless and cost-effective movement of consignment.
- o Manage logistics contracts; ensure quality delivery performance with cost consciousness and provide input and support within contract negotiations (Class1, Connecting Carriers, Local Switching)
- o Work to optimize warehouse and deployment schedules, carrier equipment, mode, lane costs, and customer on time delivery
- o Optimize deliveries by planning efficient and cost-effective routes.
- o Coordinate with remote distribution centers to identify and resolve inventory overstock issues.
- o Align with Managements budget and service goals.
- o Insurance : contracts, compliances project wise, claims and settlements
- o Stay current on the transportation management systems abilities and shortcomings
- o Conduct meetings to ensure that team goals and projects are achieved according to established guidelines, procedures and policies.
- o Daily communications on exceptions, changes to the facility\transport environment, problem resolution and of equipment\service needs.

- **Amira Group: General Manager Global**

(Trading and Mfg.)

Amira **Food P Ltd** is one of the trusted name in both Indian & International market, and over the years of experience has established itself in the business of Rice, Sugar, Wheat, Snacks, Organic Pulses, Potato, Onion and Salts.

**Responsibilities:**

- Responsible for Sourcing of Basmati, Non-Basmati, Wheat, Wheat flour and other agro commodities at Pan India and responsible for execution/cross trade from Thailand(Non-Basmati for Africa region), Malaysia & Indonesia (Palm oil) and other commodities potato and onion
- Responsible for entire business development of Basmati, Non-Basmati, Sugar, Wheat flour and other agro.
- Responsible for the developing, documenting, and executing a global comprehensive logistics and distribution strategic plan which drive optimal customer service and profitability.
- Project **(Warehouse/Store/offices) Sourcing, infrastructure, compliance, legal formalities,**
- Manage and optimize a global supply chain logistics network with multiple distribution centers.
- Ensure all regulatory and compliance measures are met within global guidelines.
- Identify and implement best in lead time with low cost, infrastructure suitable to the scope and size of the business along with disciplines that underlie a supply chain operation.
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- Negotiate with transporters, shippers, etc. to ensure seamless and cost-effective movement of consignment.
- Manage logistics contracts; ensure quality delivery performance with cost consciousness and provide input and support within contract negotiations (Class1, Connecting Carriers, Local Switching)
- Evaluate logistics related opportunities and design, create and implement solutions with established metrics programs to measure performance
- Solve problems by considering courses of action within the framework of management goals and standards
- Coordinate cross-functional teams, seeking field feedback, and tracking results
- Direct availability and allocation of materials, supplies, and finished products
- Work to optimize warehouse and deployment schedules, carrier equipment, mode, lane costs, and customer on time delivery
- Work closely with sales to link forecasts to purchasing and inventory management. Identify areas for cost reductions and implement strategies for cost reduction and containment.
- Communicate with customers and company associates on a regular basis to ensure uninterrupted product supply
- Optimize deliveries by planning efficient and cost-effective routes.
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- Align with Managements budget and service goals.
- Insurance : contracts, compliances project wise, claims and settlements
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- Conduct meetings to ensure that team goals and projects are achieved according to established guidelines, procedures and policies.
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- **Best Group: General Manager Logistics**

(Trading and Mfg.)

**Best is** one of the trusted name in both Indian & International market, and over the years of experience has established itself in the business of Raw Cotton, Basmati & Non – Basmati Rice, wheat, yellow corn, whole spices, sugar and gaurgum Comber Noil, Cotton Yarn, Polyester

**Responsible** for entire warehousing logistics(Domestic & International) and SCM operations (Sourcing, Negotiation, Legal, Licensing/Agreement, Budgeting & Others), responsible for Negotiation, agreement and performance evaluation for primary and Secondary transportation, Freight (with transporter & Shipping lines), LSP, Clearing Agents, Forwarders, Shipping line., Distribution to customer (door to door services), Fleet Mgmt., Inbound & Outbound Logistics Operations, Costing, Budgeting, Appointment of LSPs, Legal with Govt. Org.

- Responsible for Sourcing of Basmati, Non-Basmati, Wheat, Wheat flour and other agro commodities at Pan India. For cotton sourcing from Gujarat, Punjab, Maharashtra and Andhra. Sugar Sourcing from Pune
- Develop strategy and lead the Supply Chain Planning, Scheduling and Logistics components of the Company's Business and New warehouse as per expansion plans

- o Understand, define, development & implementation Logistics processes with a focus on rail, road and sea routes
- o Responsible for developing and delivering risk management and mitigation strategy for warehouse operation
- o Formulates warehousing audit policies and procedures for the company
- o Responsible for execution of scheduled audit across locations pan India ensuring compliance to all company policies and procedures
- o Verify and certify quantities, quality & variety of commodities whether as per QC certificate issued at time of funding
- o Formulates warehousing audit policies and procedures for the company
- o Responsible for execution of scheduled audit across locations pan India ensuring compliance to all company policies and procedures
- o Verify and certify quantities, quality & variety of commodities whether as per QC certificate issued at time of funding
- o Establish policies and standard work procedures in inventory, delivery, distribution, and customer services
- o Communicate across all internal and external business partners to identify cost drivers and identify the most efficient processes and procedures across the organization and optimize cross-departmental interaction regarding logistics activities.
- o Work with external vendors to establish Supply Chain solutions and partnerships including service levels agreements.
- o Evaluate logistics related opportunities and design, create and implement solutions with established metrics programs to measure performance
- o Solve problems by considering courses of action within the framework of management goals and standards
- o Coordinate cross-functional teams, seeking field feedback, and tracking results
- o Direct availability and allocation of materials, supplies, and finished products
- o Work to optimize warehouse and deployment schedules, carrier equipment, mode, lane costs, and customer on time delivery
- o Work closely with sales to link forecasts to purchasing and inventory management. Identify areas for cost reductions and implement strategies for cost reduction and containment.
- o Communicate with customers and company associates on a regular basis to ensure uninterrupted product supply
- o Optimize deliveries by planning efficient and cost-effective routes.

• **Landmark Group: Senior manager Logistics & Warehousing**

**(Retail)**

**Founded** in 1973 in Bahrain, the Landmark Group has successfully grown into one of the largest and most successful retail organizations in the Middle East & another 15 countries. An international, diversified retail conglomerate that encourages entrepreneurship to consistently deliver exceptional value, the Group operates over 1200 stores encompassing a retail presence of over 13 million sq. ft. across Middle East, India, Egypt, Turkey, Yemen and Pakistan. The Group employs around 35,000 employees. Our Brand explorer are Center point, Home center, Lifestyle, Baby shop, City Max, Splash, Shoe mart, Beauty bay and others.

**Responsibilities:** Eastern Responsible for entire national Outbound Inbound Logistics, warehousing and distribution centers (Sourcing, Infrastructure, Legal and negotiation), supply chain, Air / Road /Sea Port: 800TEUs (Import) 50TEUs(export) and supply to stores / territories (Above 100 Trucks on Daily basis from third party / LSP's).

- o Budgeting, and Planning the Warehousing.
- o Sourcing, Legal Formalities and Infrastructure of warehouse and Permission at State level
- o Planning for Distribution Centre or Franchisee as per demand
- o Overseeing Distribution & Logistics function of retail operations.
- o Establishing the distribution network and implementing the logistics framework for retail formats.
- o Evaluating and planning the capacity of all warehouses, material handling equipment, vehicles etc. in terms of space, manpower and fleet.
- o Analyzing and ensuring availability of infrastructure at all GCC locations.
- o Negotiations and finalizing of transport contracts for all KSA locations.
- o Drive overall management of logistics & supply chain activities for all worlds.
- o Manage the supermarket distribution and logistics operations.
- o Coordinate with custom house agents, C&F agents and other external agencies for ensuring timely clearances and cost effective transport solutions.
- o Coordinate with shipping lines / air lines and customs for ensuring timely delivery / clearance or other inspection issues. (demurrage – Detention / storage charges)
- o Prepared C&F quotations for import and export / sea freight and airfreight shipments. Developed consolidated container shipments from Hamburg to Freetown with group-owned office in Germany.
- o Developed LCL shipments from Freetown to UK and Hamburg with SCAC offices at destinations, particular packing and export shipments of personal effects for international aid organizations.

- o Formulate MIS reports on regular basis for management review.
- o Negotiate with transporters, shippers, etc. to ensure seamless and cost-effective movement of consignment.
- o Efficiently using inventory management system for ensuring ready availability of materials to meet targets
- o To monitor (a) detentions at the warehouse (b) on time delivery (c) whether any transshipment has occurred (d) are there any damages.
- o Taking the quotations with Shipping Lines & Price Negotiation with them
- o Ensure weekly MIS reports on keeping a track of shipment on board, under customs, stuffing the container and stores requirement, Insurance, Shortage-excess/ damages. Ensure alignment of team objectives within Supply Chain Operations, with adjacent resources and corporate interests

● **Louis Dreyfus Commodities India P Ltd – New Delhi : Manager – Logistics /Operations**

**Company:** LDCI has merchandised and traded bulk agricultural commodities in international markets. LDCI is present in over 53 countries, with major offices in Delhi, Geneva, London, Paris, Singapore and Memphis. Aggregate average annual gross sales in recent years have exceeded \$20 billion. Cotton trading (physical) merchant enterprise assigned Indian product resale mandate to Eastern Europe, Central Asia, Africa, Japan, Korea, Indonesia and Chinese markets.

**Responsibilities: (Gujarat, Maharashtra, Andhra Pradesh, Punjab) Godown operations at locations, Trade role at branch office, Dealing with DGFT Delhi and Mumbai, Port operations (Mundra, Pipava, Kandla, Tuticorin, NSICT, Mumbai) 2000 TEUs turn around per month in peak session)**

- o Responsible for Sourcing of Basmati, Non-Basmati, Wheat, Wheat flour and other agro commodities at Pan India
- o Responsible for cotton Sourcing from Punjab (Pakistan Export), Gujarat, Maharashtra and Andhra
- o Manage execution /Contracts /Operation desk for sales /Purchase of Cotton according to game plan.
- o Responsible for all of the day to day movement of inbound and outbound stock movements and the management of all operational staff.
- o To ensure the distribution arm of the business runs efficiently and meets all targets mainly the on time and in full expected levels.
- o Leading, motivating and developing the Export/Shipping operational team & warehousing teams.
- o **Ensuring spot and term contract negotiations for integrated terminal services and stevedoring services; responsible for market analysis, trend observations, price sustenance projections as integral part of MIS.**
- o **Liaison with port, customs, shipping lines, transporters and law enforcement authorities.**
- o Manpower allocation, coordination and performance monitoring of the Operations Team for optimum output keeping within budgetary allocation.
- o Implementing warehouse Safety, responsible for vendor management of outsourced functions with optimal cost-control.
- o Played a major role in execution of road/rail dispatches and receipts to the tune of about 6,000 MT per month with near-zero detentions/demurrages.
- o Manpower allocation, coordination and performance monitoring of the Operations Team for optimum output keeping within budgetary allocation.
- o Lead role in planning and monitoring warehousing management of multiple cargoes
- o Executing sale contracts as per credit limits, ensuring timely deliveries / payments / receivables.
- o Analyzing bogey cost overrun interest & freight
- o Ensure to open the L.C's in time, appoint / co-ordinate CHA's, surveyors, Ginners / Spinners, etc
- o Releasing payments to parties in time, and holding in case of disputes
- o Ensure to submission of the documents to the banks as per stipulated timings. (as per LC /TT)
- o Monitoring positions of stock's, (in warehouse, Suppliers / third party), futures, physical, to develop the trade environment –trade confirmations, reconciliation of broker's statements, audit report, survey reports for physical stock holdings.
- o **Deep look at the operations like rake, terminal, warehouse locations**
- o Co-ordinate with Lausanne team for settling the shortage claims in case of CIF contracts

● **Michael Aram (MA Design India Pvt. Limited) – New Delhi: Executive – Exports (Position & responsibility equals Manager)**

**Company:** Michael Aram Certified ISO 9001 manufacturing and trading company (with a turn over 50Millions), representing international brands like Signature Table wares to Furniture, Cocktail accessories, Home Scent & personal care, Home Furnishing items, Judaic a & Christmas Items.

**Responsibilities: Duel role for looking into Handicrafts and Furniture's Businesses**

Manage execution desk for physical sales of Handicrafts according to game plan

- o Ensure the availability licenses like **DEPB/ Drawback / Advance License /Sale Tax /EPCG License / Export license** and other government approvals before executing
- o Applying for licenses through brokers, ensuring all legal compliances before procurement
- o Perfect agreements on deals done with warehouse, brokers, CHA's, surveyors, Suppliers, etc
- o Manage / Storage plan for terminals (Handicrafts – Glass Wares), identifying good warehouses, negotiate prices for Purchase Plan
- o Procuring goods, and tracking opportunities & converting them into business
- o Co-ordinate with USA / Singapore team to get credit limits approved
- o Executing sale contracts as per credit limits, ensuring timely deliveries / payments / receivables.
- o Analyzing bogey cost overrun interest & freight
- o Ensure to open the L.C's in time, appoint / co-ordinate CHA's, surveyors, Ginners / Spinners, etc
- o Releasing payments to parties in time, and holding in case of disputes
- o Ensure to submission of the documents to the banks as per stipulated timings. (as per LC /TT)
- o Decision making for to lift / follow-up the timely dispatches/ payments, maintains strong relationships with brokers /Suppliers as well as parties, negotiation of bargain settlement contracts, ensuring the documentation process
- o Ensure all documentation is accurately prepared and coordinated, booking transport and containers with forwarders, couriers and shipping lines and controlling and supervising the transport/dispatch team
- o Building and developing excellent relationships with global customers and international freight providers & managing service delivery with global customers.
- o Responsible for large distribution site, overseeing all aspects of day to day operations within the Export, Shipping and Administration support department.

- **Alps Industries Ltd.,(100%EOU) Ghaziabad: Executive Commercial**

**Company:** Company is leading various textile units which manufacturing a range of yarn, dyes, fabrics, made-ups in India and exported to USA, Singapore, Germany, Italy, Dubai & Others countries.

- o Responsible for international logistics operations, including shipping, procurement, transportation, export control issues, inventories and property book procedures.
- o Trade in Bulk & Tins quantities of yarns / fabrics with in the margins by analyzing replacement cost; synthesizing the procurement and sales by monitoring demand and supply, price trends and stock flow. Liaise closely with marketing teams to tailor transactions to local markets.
- o Deal with CHA's, Forwarder's, Transporters, Brokers, parties, to negotiate contracts
- o Ensure timely dispatch / payments /receivables for USA, Europe & Gulf Countries
- o Proper monitoring and control mechanisms are in place in all field sites and conduct regular physical controls.
- o **Ensure Excise / EOU Returns. Maintaining the Excise / EOU Formalities.**
- o Responsible for to schedule complex tasks, balance multiple priorities and meet budgets and deadlines.
- o Ensure timely delivery of program supplies to field sites in line with the grant budgets and ensure all logistics needs are identified and addressed.
- o Maintain assets tracking systems for all offices and ensure production of monthly and annual reports for all sites and departments.

**Accounts:**

- o Review & reconcile all General Ledger account heads, Future Positions with treasury, and maintain contract wise to ensure compliance with trade agreements, P&I structure. Preparing financial statements and associated reports. Processing payments and other transactions. Point of contact with auditors - managing audit process for funds.
- o Preparation of appeals and replies against duty returns and show cause notices

**Export / Import Operations & Insurance:**

- o Demand and Supply chain management linking the major business functions for designing day to day logistics / Import & Export functions like order placement, Raw material procurement, storage planning, and planning for inventory control for the further shipments.
- o **Ensure SEZ formalities, Filing the NSEZ returns, Bonding-DE bonding procedures, EPCG License / Advance License.**
- o **Game plan for Purchase / Payment / Utilization of DEPBs which were utilized against imports.**
- o Co-ordinate with CHA, Surveyors, and factory for clearance of cargo in time
- o Preparation of appeals and replies against duty returns and show cause notices
- o **Take / Monitor validities / Renewals / Lodge claims for the policies like Marine, Duty storage, Bonding, Fire, Burglary, Inland Transit, God owns, Plant & Machinery, Building, and Fidelity policies.**

- o Review & reconcile all General Ledger account heads, Future Positions with treasury, and maintain contract

**Achievements:**

- o **Co-Ordinate to Brought Rs.20 Lacks duty exemption under scheme.**
- o **Coordinate with the Govt. Authorities team for the issuance of EPCG License / Advance**

**PROFESSIONAL REFERENCE**

**License.**

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