

AJAY VINOD SHARMA

SUPPLY CHAIN, LOGISTICS & PROCUREMENT LEADER

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PROFILE

Supply chain, logistics and procurement leader with 10+ years of experience across transport operations, strategic sourcing, supplier coordination, inventory planning, warehouse fulfilment, export logistics, 3PL/4PL models and digital process improvement. Builds commercially viable workflows that connect procurement, operations and customer delivery, improving asset utilisation, continuity, visibility and partner performance.

CAREER HIGHLIGHTS

\$149K annualised incremental backhaul revenue run-rate	DAY 12 container-cycle completion within a 15-day window	4 MARKETS carrier and broker network coordinated by a 7-member team
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PROFESSIONAL EXPERIENCE

Business Development & Innovation Head | RHHENSO OPC PRIVATE LIMITED

Oct 2021 - Present

Mumbai, India

- Lead cross-functional business development, procurement and operational initiatives across consumer products, trading, exports and digital services.
- Coordinate strategic sourcing, supplier evaluation, commercial discussions, ordering, warehousing, packaging and dispatch for apparel, handbags and accessories.
- Designed workflows for demand planning, inventory continuity, fragile-product fulfilment and partner-led distribution.
- Connect digital demand generation and CRM-related customer and partner workflows with inventory, fulfilment, delivery and retention.

Product & Business Development - UAE Market | RHHENSO OPC PRIVATE LIMITED

Feb 2020 - Aug 2021

Dubai, United Arab Emirates

- Supported UAE market development through partner identification, commercial discussions, product positioning and international trade planning.
- Coordinated suppliers, packaging, documentation, export readiness and fulfilment requirements for market-entry activity.

Logistics Operations & Growth Manager | JRW LOGISTICS

Feb 2016 - Sep 2019

Mumbai, India

- Managed B2B container and road-freight movements from Mumbai ports to North Indian markets, with ownership of capacity, ageing and delivery exceptions.
- Designed and scaled a triangulated backhaul model to approximately \$12,400 in monthly incremental revenue, equivalent to a \$149,000 annualised run-rate.
- Completed the pilot container cycle on Day 12, preserving a three-day compliance buffer within the 15-day return window.
- Built and evaluated broker and carrier coverage across Delhi, Haryana, Punjab and Chandigarh using route, capacity, cost and performance criteria.
- Led a seven-member team managing broker relationships, fleet availability, weekly capacity visibility, container ageing and escalation.

CORE CAPABILITIES

Supply Chain & Logistics Operations	Warehouse, Inventory & Fulfilment Control
Strategic Sourcing & Procurement	3PL/4PL Partner Governance
Supplier Evaluation & Governance	Export Logistics & Trade Documentation
Commercial Negotiation & Partner Management	Demand, Risk & Continuity Planning
Transport Network Optimisation	SOP, KPI & Control-Tower Design

ENTERPRISE SYSTEMS & DIGITAL OPERATIONS

SAP S/4HANA-aligned process knowledge across procurement, inventory, warehouse, sales-order and transportation workflows.

- SAP MM processes: supplier and material master data, purchase requisitions, purchase orders, goods receipt, stock movements and invoice-verification hand-offs.
- SAP SD processes: customer and sales-order flow, outbound delivery, picking/packing, dispatch status and billing coordination.
- SAP WM/EWM processes: put-away, stock transfers, picking, packing, cycle counts, inventory reconciliation and warehouse exceptions.
- SAP TM processes: shipment planning, carrier allocation, freight milestones, delivery tracking and transport reconciliation.
- ERP, WMS and TMS workflows: master data, order and inventory visibility, transaction discipline, partner hand-offs and exception reporting.
- CRM workflows: customer and partner records, opportunity pipelines, commercial follow-up, service history and retention visibility.
- Digital tools: Jira for project and issue tracking; MySQL for basic querying and data handling; HTML/CSS for foundational web-content and interface support.
- Agile and digital operating methods: iterative project delivery, backlog and milestone tracking, cross-functional coordination, KPI dashboards, root-cause analysis, SOPs, risk registers and control-tower reporting.

SELECTED CASE STUDIES

- Circular Revenue Engine - strategic backhaul and container-cycle optimisation across Mumbai-North India routes.
- Demand-to-Procurement Control - supplier lead-time, availability, inventory and working-capital decision model.
- Global Export Programme - documentation, packaging, carrier coordination and exception recovery.
- 3PL/4PL & SAP Operations - partner governance, transaction discipline and delivery reconciliation.

EDUCATION

Bachelor of Commerce (B.Com.) | University of Mumbai | 2016 - 2021

Completed alongside full-time employment in logistics operations.

EXECUTIVE EDUCATION

Certificate Programme in Project Management | IIM Indore | Jul - Dec 2026 (In progress)

Six-month live executive programme covering the project lifecycle, scope, schedule, cost, quality, risk, procurement and contract management, stakeholder leadership, Agile methods and MS Project.

INTERNATIONAL EXPOSURE

Business and operational exposure across India, the UAE, North American export markets and Germany-facing engagement.