

AJAY VINOD SHARMA

LOGISTICS & SUPPLY CHAIN MANAGER

Ready to relocate within the European Union
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PROFILE

Logistics and supply-chain leader with 10+ years of experience across transport operations, strategic backhauling, supplier coordination, warehousing, export logistics and 3PL/4PL models. Builds commercially viable workflows that improve asset utilisation, delivery control and partner performance.

CAREER HIGHLIGHTS

\$149K annualised run-rate | from a scaled backhaul revenue model
Day 12 completion | within a 15-day container-return window
Four-market network | coordinated through a seven-member operating team

PROFESSIONAL EXPERIENCE

Business Development & Innovation Head | **RHHENSO OPC PRIVATE LIMITED** Feb 2020 - Present
Mumbai, India | Hybrid | UAE market assignment included

- Lead business-development and operational initiatives across consumer products, trading, exports and digital services.
- Coordinate suppliers, warehousing, packaging and dispatch for apparel, handbags and accessories, including export-readiness controls.
- Designed workflows for demand planning, inventory continuity, fragile-product fulfilment and partner-led distribution.
- Support UAE market development and international trade through partner coordination, commercial discussions and export planning.

Logistics Operations & Growth Manager | **JRW LOGISTICS** Feb 2016 - Sep 2019
Mumbai, India | On-site

- Managed container movements from Mumbai ports to North Indian markets and identified empty returns as monetisable capacity.
- 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 broker coverage across Delhi, Haryana, Punjab and Chandigarh and introduced weekly capacity visibility.
- Led a seven-member team managing broker relationships, fleet availability, container ageing and exception escalation.

CORE CAPABILITIES

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

SYSTEMS & METHODS

SAP logistics process exposure: purchasing, goods receipt, inventory movement, outbound delivery and reconciliation. Additional methods: supplier evaluation, milestone tracking, root-cause analysis, SOPs, risk registers and exception reporting.

SELECTED CASE STUDIES

- Circular Revenue Engine: strategic backhaul and container-cycle optimisation across Mumbai-North India routes.
- Global Export Programme: documentation, packaging, carrier coordination and exception recovery.
- 3PL / 4PL & SAP Operations: partner governance, transaction discipline and delivery reconciliation.

EDUCATION

University of Mumbai | Mumbai, India

INTERNATIONAL & MOBILITY

- International business exposure across India, the UAE, North American export markets and Germany-facing engagement.
- Indian citizen; open to relocation across the European Union. Sponsorship requirements depend on the country and role.