

VAIBHAV AGRAWAL

Operations / Sap Specialist

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Dynamic and results-oriented professional with a strong background in supply chain operations and pricing analysis. Led successful supply chain projects for industry giants like CAT, Alcatel, and Amazon, driving operational efficiency and customer satisfaction, achieve a 20% increase in supply chain efficiency. Proven ability to manage stakeholder relationships and led teams in executing pivotal projects. Skilled in SAP MM Module ECC & S/4 HANA, project management, and cross-functional collaboration. Committed to continuous improvement and achieving organizational goals.

WORK EXPERIENCE

Kuehne + Nagel

Operation Specialist

NOV 2022 to Present

Responsibilities:

- Led supply chain projects for CAT, Alcatel, and Amazon in the Luxembourg and France regions.
- Worked on LSP website for label creation of overseas cargo and monitored the whole supply chain for consignment
- Daily Updating the Stock Inventory and Stock Adjustment in Sap.
- Created Stock Transfer Order for MEIP Vessel.
- Management of 1800+ shipments for applied material project, optimizing supply chain efficiency by 20%
- Led a team in executing the pilot run for the applied materials project, resulting in securing the project.
- Did User Acceptance Testing (UAT) for new projects and the LSP's.
- Managing end-to-end shipment planning, Shipment handling and tracking.
- Improved customer experience through the creation of detailed reports to enhance visibility of shipments in the Australian market, decisions to be taken for smooth operations.
- Designed and implemented 10+ Operational changes, impacting multiple processes in different regions increasing efficiency by the 15 – 20%
- Project planning, Resource optimization, SOP Drafting and successful execution in the 4PL logistics.
- Managed stakeholder, project documentation
- Generated Management Information System (MIS) and Daily Track reports for customers
- Coordinated the Document Chasing Process with suppliers in the Philippines.
- Managed end-to-end processes within the 4PL logistics control tower to ensure seamless operations and timely delivery of goods.

Pricing Analyst

Feb 2022 to Oct 2022

Responsibilities:

- Effectively led one of the company's core functions by successfully managing the European pricing, overseeing the pricing strategy for 50-60% of freight traffic from India across Europe.
- Responsible for resolving freight disputes with clients
- Developed 2 new pricing tools for sales team which helped them quoting price for the new customer while significantly reducing the turnaround time.
- Automated the pricing quotation process for the Europe region.
- Prioritized space filling of vessels by expediting branch operations for first sailing, ensuring revenue protection
- Achieved a milestone by generating over 600 RFQs and quotations in a month, exceeding the regular KPIs by double.
- Onboarded 10+ new company, contributing to a 10-12% increase in revenue for Europe trade lane

SKILLS

- Sound knowledge of MS Office core products
- Supply Chain Operations
- OTM, E-Order, Tableau, CSTN
- Cross – functional Collaboration
- SAP MM Module ECC & S/4 HANA
- PO/PR and its component
- Material Master Configuration
- P2P Cycle Configuration
- Master Data
- Strategic Planning
- Business Process
- Team Management
- Pricing Procedure
- Project Management
- Enterprise Structure
- ERP

PROJECTS AND INTERNSHIPS

UPES, DEHRADUN

November 2020 - February 2021

Project Title: Feasibility of Composite Gas Cylinder's

- To identify the feasibility & the adaptability of a cylinder made up of composite material as compared to the traditional metallic cylinder.

Connect2India

April 2020 to June 2020

Team Leader/International Business Development Intern

Project Title: Covid -19 Impact on the trade of India

- To identify the Covid – 19 impact on the Indian trade and the most impacted sectors by it and how those sectors will overcome in the near future.

Leela Palace, Hotels & Resorts

April 2020 to June 2020

Management Intern

Project Title: Feasibility of a restaurant run by specially abled people.

- To identify the feasibility of a restaurant being completed managed the specially challenged people in the Ahmedabad.

EDUCATION

MBA IN INTERNATIONAL BUSINESS - SCHOOL OF BUSINESS

2019-2021

UPES, DEHRADUN | 8.0 CGPA

B.Sc. IN HOSPITALITY & HOTEL ADMINISTRATION

2016-2019

IHM AHMEDABAD | 7.0 CGPA

ACTIVITIES

- Coursera Supply Chain Management at Rutgers University was certified in May 2020.
- Coursera Excel certification from Macquarie University was achieved in May 2020.
- Dale Carnegie's Personality Enhancement Program (PEP) Certificate in July 2019.
- The KN certification course for freight forwarders was completed in December 2022.
- Organized various inter-university events at School of Business, UPES, India.