



# PRADEEP SHARMA

SENIOR VICE-PRESIDENT

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## CAREER OBJECTIVE

Result driven Techno-Commercial Leader with more than 3 decades of experience in delivering logistic roadmap for Cost, Service, safety, Infrastructure and People Management by creating self-sustaining solutions.

## WORK EXPERIENCE

**NUVOCO VISTA Corp Ltd.** (Nov. 2016 - Present)

**Designation:** Senior Vice-President

### Responsibilities:

- Overseeing Planning and Distribution of 23 Million Ton Cement & Clinker of Nuvoco and Nu-Vista Ltd.
- Implemented IBP/S&OP across both the companies to get the best synergy gain through cross-sourcing of cement and clinker.
- Logistic Cost Optimization through Freight Auction, Dedicated Fleet, Hub & Spoke, PTPK Regression Model, Inbound-Outbound Integration, etc.
- Implementation of Best-in-Class-Technology viz. GPS, RFID, SPEED, COF, EPOD, Business Intelligence, and Auto-Freight Settlement Software for operational efficiencies.
- Achieved significant improvement in overall Customer Service Level(CSL) by bringing End to End vis.
- Vendor Collaboration, training, and appraisal system.
- Devised effective strategies in coordination with Marketing with respect to implementing new Network proposals.
- Liaison, dealing with Railways for the long-term business relationships and long-term contract as per business needs.

**UltraTech Cement Ltd.** (2001 - 2016)

**Designation:** Vice President

### Responsibilities:

- Undertook Planning and Distribution of 15 Million Ton Cement & Clinker through 7 manufacturing units serving WB/Bihar/ Jharkhand/ Orissa/Chhattisgarh & North East States.
- Commissioning of 3 MnT Clinkerisation Unit and Railway Siding at Rawan (Chhattisgarh).
- 100 % utilization of all Grinding Units commissioned in East Zone.
- Implemented ZERO Base Freight Costing. Introduced the concept of Cost-plus fleet to achieve desired service level at optimal cost.
- Established cross-branding process for synergy gain post-acquisition of L&T Cement.
- Key Person in decision making in the acquisition of 21.5 MnT Jaypee Cement Units.

## PREVIOUSLY EXPERIENCE

**Ambuja Cement Ltd.** (1988 - 2001)

**National Council of Applied Economic Research (NCAER), New Delhi** (1986 - 1988)



## QUALIFICATIONS

- **Masters in Management Studies (MMS), BITS, Pilani.**
- **Strategic Supply Chain Management, Gyanodaya Institute of Management Learning, Mumbai.**
- **Logistics Management and Physical Distribution Systems (MDP), IIM Ahmedabad.**



## COMPETENCIES

- Maximize **business profitability** through Digitization and Automation.
- Establish, Enforce and Sustain Robust Standard Operating Processes for **Logistics Operations.**
- **People Management,** Enhance Competencies through experience and knowledge transfer.
- Adept in achieving **Full Capacity Utilization** (from Commissioning Stage) of Multiple Green-field projects (including Railway Siding).
- **Merger and Acquisition**
- **Vendor Development,** Developing existing vendors & recruitment of new vendor as per business needs.
- **Railway Liasoning**

