

# Bharat Balegar

#101, G-80, Kiran Garden, Uttam Nagar, New Delhi - 110 059

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## CAREER PROFILE

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Diligent, results oriented Supply Chain & Procurement professional with 8 years' experience at leading organisations. Analytical and methodical with a keen eye for detail and experience with all major industry software including SAP, applies, knowledge, research and initiative to arrive at viable solutions to problems. A strong communicator in 4 languages with excellent interpersonal skills, enabling a good fit within teams and a natural rapport with clients and stakeholders at all levels of business. A reliable and flexible individual, with a strong work ethic and personal integrity.

## CORE COMPETENCIES

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|--------------------------|---------------------------|--|
| ➤ Materials Management   | ➤ Supply Chain Management | ➤ Direct & Indirect Procurement & Sourcing |
| ➤ Quality Management     | ➤ Business Development    | ➤ Reporting & Documentation                |
| ➤ Fleet Management       | ➤ Vendor Development      | ➤ Client Relationship Management           |
| ➤ Budget Management      | ➤ Inventory Control       | ➤ Tender/Contract Management               |
| ➤ Technical Negotiations | ➤ Forecasting & Analysis  | ➤ Business Development                     |
| ➤ Operations Management  | ➤ Strategic Planning      | ➤ Performance Management                   |
| ➤ Engineering            | ➤ Airport Operations      | ➤ Project Management                       |

## EMPLOYMENT HISTORY

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### Swift Integrated Logitech Pvt Ltd (Swift Logistics)

*Oct 2014 - to date*

#### *Manager - Operations & Business Development*

- Business Development role, responsible for Logistics Operations for Hindustan Coca Cola Beverages, Nestlé India and Dabur India for the Western UP Region of N. India including Delhi/NCR, Haryana
- Overseeing operations, promoting and marketing company logistic services while ensuring compliance with statutory requirements and coordinating with management/clients for timely payment
- Acquiring new business, driving team performance to meet and exceed sales targets, researching, recommending and executing solutions for clients based on shrewd assessment of their requirements
- Negotiating with new truck owners and transport service providers for third party logistics business, approving market sourcing of vehicles as required while minimizing the need through effective planning
- Coordinating with service providers to ensure timely delivery and meeting regularly with clients and staff to evaluate performance, understand opportunities and drive ongoing improvement
- Overseeing adherence to regulatory requirements such as fitness certificates, driver licenses, statutory compliances, etc. for all vehicles, conducting periodic audits
- Allocating optimum staff compliment of drivers, loaders and other staff for network and feeder runs
- Monitoring daily allocation of vehicles for various runs along with the regional operations teams.
- Analysing historic and forecast volume data to plan vehicle size requirements for milk-run routes and maintaining a database of fleet vendors and brokers for contingency requirements
- Tracking daily market rates for different vehicles and locations and managing all LTL/FTL business
- Reporting on key functional metrics to reduce expenses and improve effectiveness including P&L, Accounts Reconciliation, Operational Expense Tracking, Revenue Tracking setting goals and budgets
- Continually assessing methods, systems and procedures, recommending adjustments to improve profitability and efficiency, preparing and regularly reviewing Standard Operating Procedures (SOPs)

### Achievements

- Improved accountability by reducing cash transactions and consequently reducing revenue leakage
- Reduced downtime and enhanced fleet serviceability to 99.5% with a range of measures including:
  - Implementation of fuel management systems for the entire fleet and suggestion and development of alternative service providers for clients, significantly reducing costs while retaining quality
  - Improvement of availability and tracking of the entire fleet through GPS, establishing geo-fences and alerts along major routes as per client requirements, significantly reducing turn-around time
  - Introduction and monitoring of preventive maintenance techniques and procedures

**GMR Airport Developers Ltd (GADL)/Delhi International Airport Pvt Ltd (DIAL) JV** *2008 - 2014*  
*One of 5 stakeholders in DIAL joint venture tasked with operating, maintaining, developing, designing, constructing, upgrading, financing and managing Indira Gandhi Airport to international standards*  
**Associate Manager - Contracts and Procurement (Oct 2011 - Sep 2014)**  
**Associate Manager - Central Warehouse (Jul - Sep 2011)**  
**Executive - Central Warehouse Apr (2010 - Jun 2011)**  
**Executive - Procurement & Contracts (Jul 2008 - Mar 2010)**

- Led small teams on all purchase related activities, ensuring compliance with statutory requirements and business procedures, coordinating with Finance for timely payment of suppliers and reporting
- Reviewed requisitions for completeness and accuracy, following up on discrepancies and identifying available suppliers, liaising with clients and suppliers and responding to purchasing queries
- Assessed, edited and floated approved RFQ's and RFP's (Reasons for Quotation/Proposal) to vendors, evaluated offers and made recommendations based on commercial and technical factors
- Converted purchase requisitions into purchase orders using SAP and managed any resulting change orders
- Validated, created and updated SAP material master, maintaining quotes and pricing analysis
- Evaluated optimum products and suppliers in terms of value, delivery and quality and developed long-term sourcing plans for assigned strategic budget
- Built productive internal and external relationships, working interdepartmentally to ensure clear requirements documentation, utilizing internal feedback on procured goods and services
- Analysed and finalized terms and conditions of contracts, ensuring compliance with agreed parameters
- Standardized major contracts to meet new business models, customizing and handling operational documentation changes such as amendments, renewals and terminations as required
- Managed airport operations including Service Contracts, Work Contracts, Material Purchases, Asset Purchases and Composite Works
- Procured a vast range of electrical items, measuring equipment, HVAC and specialised airside equipment
- Performed Inventory Analysis Optimization, identifying obsolete items, rectifying wrongly mapped items, applying ABC analysis for better control including location numbering, FSN analysis and MIS reports
- Created material codes for inventory mapping by incorporating the Unified Codification Strategy (UCS) as mandated across GMR group

#### **Achievements**

- Accurately and successfully mapped over INR 7 crores worth of inventory in 6 months and analyzed 400+ Purchase Orders with 2000+ old material codes to bring into UCS for group wide SAP integration
- Single handedly uploaded 1200+ Purchase Orders worth INR1200 crores in under 2 months, providing reliable cross-functional support to all departments at Delhi Airport for SAP migration
- Promoted to Associate Manager at GMR as a result of above performance within budget and deadlines
- Acted as Project Leader for the assignment as part of Business Integration for the entire GMR Group
- Compiled 3 years mechanical and electrical materials consumption data at Delhi airport in <3 months
- Independently handled procurement of entire storage infrastructure and materials handling equipment for Central Store at Delhi Airport

#### **EDUCATION**

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**Bachelor of Engineering (Mechanical) - RV College of Engineering, Bangalore, India (2008)**

**Pre-University Course - Sri Sathya Sai Loka Seva Pre-University College, Karnataka, India (2004)**

**Secondary School Certificate - Military School, Bangalore, India (2002)**

#### **PROFESSIONAL CERTIFICATION**

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- Management Development Programme, Supply Chain Management
- Business Excellence Assessor Program
- Project Management - 35 PDUs'
- SRM and Negotiation Techniques

#### **FURTHER SKILLS**

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**IT: MS Word, Excel, PowerPoint and Outlook; SAP, MRP, GPS Systems**

**Languages: English, Hindi, Kannada and Gujarati**