

SHIVPRASAD KESHKAR

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A seasoned and result-oriented professional with **over 25 years** of experience in end-to-end Fleet/Transport operation in FMCG/Beverage distribution, Cold chain, cash Logistics leading on-time placement of vehicles, warehouse/dispatch operation, transport network development, Fleet management, and customer service. Excellent in managing operational risk, cost-effective, and time-bound operations. Seeking suitable opportunity aiming for Fleet Optimization, route networking, cost control, and P&L in any manufacturing or Leading 3PL company in India



PROFILE SUMMARY

- ❖ Specialize in prioritizing, scheduling/dispatching, routing, and tracking of vehicles for primary and secondary distribution with timeline and utmost safety
- ❖ Proven ability to develop and execute comprehensive strategies for daily dispatch from multiple warehouses, placement of vehicles
- ❖ Forecasting/strategically planning for cost-saving measures transport/warehouse house operation by reducing routes, fleet optimization, sourcing alternate modes of transport, reducing idling
- ❖ Demonstrated expertise in budgeting and cost control, consistently achieving significant cost reductions while maintaining service quality and safety standards
- ❖ Proficient in ensuring compliance with regulatory requirements and industry best practices, developing and implementing road safety programs, and conducting regular audits and inspections
- ❖ Strong vendor management and contract negotiation skills, effectively leveraging relationships to secure favorable terms and maximize value for the organization
- ❖ Coordinating & ensuring on-time availability of vehicles/equipment for raw material transfer in the plant and FG distribution with ZERO transit damage
- ❖ Planning & implementing multilocation fleet/forklift/reefer preventive maintenance schedules, and ensuring compliance with safety standards and regulatory requirements
- ❖ Scheduling preventive maintenance and statutory compliance of vehicles, Periodic evaluation of fleet on cost, service level, and safety, and encompassing strategies for process improvement.



Excellent negotiation skills

Outstanding interpersonal skills



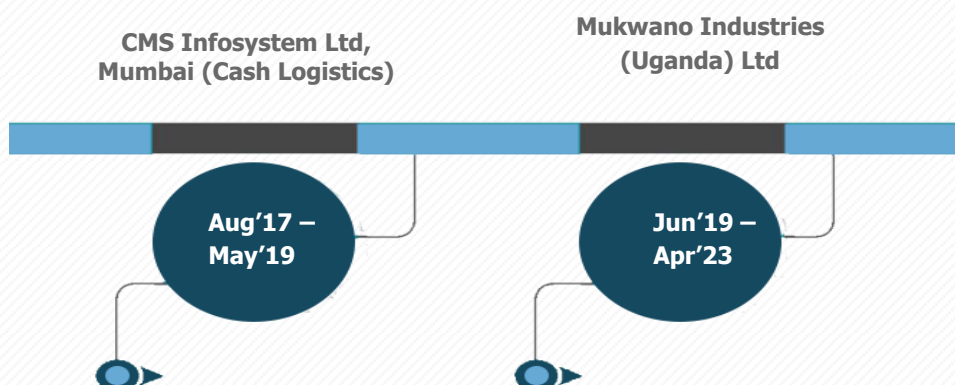
Effective coaching & mentoring abilities

EDUCATION

- ❖ **Pursuing** Executive Certificate Program in Advanced Logistics Management and Operational Excellence **from the Indian Institute of Management, Vishakhapatnam**
- ❖ Diploma in Business Management from Welingkar Institute of Management Development & Research, Mumbai in 2009
- ❖ Diploma in Automobile Engineering from Shri Datta Meghe Polytechnic College, Nagpur in 1994



CAREER TIMELINE (latest 2)

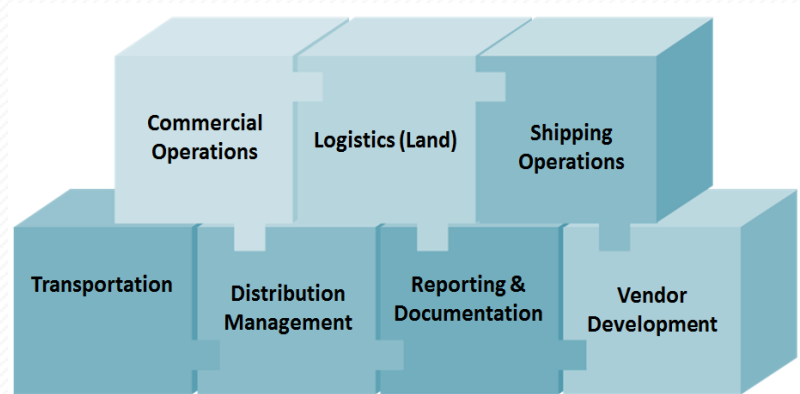


WORK EXPERIENCE

Jun'19 – Apr'23 with Mukwano Industries (Uganda) Ltd., Uganda as Fleet Manager

Key Result Areas:

- ❖ Implemented strategic initiatives to optimize fleet performance, reduce costs, and improve overall efficiency
- ❖ Developed and executed fleet planning strategies, including vehicle acquisition, maintenance, and disposal
- ❖ Oversaw the implementation of telematics systems and fleet management software, enabling real-time monitoring and enhanced data-driven decision-making
- ❖ Managed day-to-day fleet operations, including maintenance scheduling, fuel management, and repairs
- ❖ Supervised the maintenance of company-owned trucks and equipment at multiple locations, with minimal cost and reduced downtime of repair
- ❖ Oversaw fleet capacity utilization, including owned and hired vehicle
- ❖ Planned correct vehicle (size and capacity) placement for finished goods distribution and raw material transfer
- ❖ Coordinated with different plants/locations for loading all allocated trucks
- ❖ Conducted annual planning and budgeting for transportation
- ❖ Selected vendors for transport, spare parts, tires, lubricants, annual rate negotiation, and rate contract preparation
- ❖ Planned and procured spares as per annual maintenance plans
- ❖ Regularly followed up on driving cost reduction and improving efficiency in transport logistics



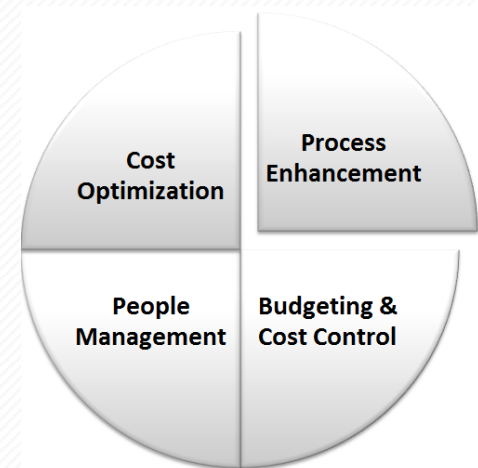
Highlights:

- ❖ Maintained an operation readiness rate of over 94% through effective fleet maintenance programs
- ❖ Successfully developed and implemented annual fleet maintenance programs to streamline inventory functions
- ❖ Ensured all vehicles were fully compliant with government regulations
- ❖ Tracked vehicles/driver behavior through GPS reports and analysis for violation of established SOPs
- ❖ Played a key role in implementing logistics initiatives through measures such as reducing non-performing assets (trucks, mechanics, drivers, and warehouse manpower), resulting in reduced operational costs and improved fleet capacity utilization
- ❖ Strictly adhered to SOPs, QMS, and safety compliance

Aug'17 – May'19 with CMS Infosystem Ltd (Cash Logistics), Mumbai as Sr. Manager – fleet

Key Result Areas:

- ❖ Established and enforced fleet safety policies, procedures, and training programs to minimize accidents and ensure regulatory compliance
- ❖ Developed and implemented comprehensive fleet management strategies to optimize performance and reduce costs
- ❖ Collaborated with cross-functional teams to optimize fleet utilization and improve routing efficiency
- ❖ Monitored and analyzed fleet data to identify cost-saving opportunities and improve fuel efficiency
- ❖ Strong vendor management and contract negotiation skills, effectively leveraging relationships to secure favorable terms and maximize value for the organization
- ❖ Led transport department for PAN India operations
- ❖ Ensured strict adherence to RTO/government compliance for vehicles on the road
- ❖ Developed vendors for hired vehicles, rate contracts, and planning for future requirements
- ❖ Identified non-performing vehicles, conducted root cause analysis, submitted proposals for new vehicle procurement, and discarded old vehicles
- ❖ Coordinated for new vehicle delivery, fabrication, registration, CCTV installation, and branding as per government norms
- ❖ Analyzed fuel consumption for each vehicle, branch-wise and region-wise, as per speedometer reading/GPS KM
- ❖ Conducted annual insurance rate negotiations and insurance renewals
- ❖ Coordinated with vendors for working conditions of tracking devices and CCTV
- ❖ Devised and implemented emergency response plans for onsite and offsite operations



Highlights:

- ❖ Reduced off-road vehicles, leading to reduced total hired vehicles
- ❖ Initiated centralized procurement of tires, batteries, fuel, and vehicle utilization, resulting in reduced overall operation costs
- ❖ Developed an ERP system for repair and maintenance approval with the support of the in-house IT team
- ❖ Selected vehicles, designed, and developed ATM vans as per vendor requirement



PREVIOUS EXPERIENCE

2013 – 2017 with Mukwano Industries Uganda Ltd, Uganda as Fleet Manager

2013 – 2013 with Bafna Motors Pvt. Ltd., Mumbai as Assistant General Manager – Service

2012 – 2012 with Radhakrishna Foodland Pvt. Ltd., Mumbai as National Fleet Manager

2007 – 2012 with Hindustan Coca Cola Beverages Pvt. Ltd., Mumbai as Supply Chain – Executive

2005 – 2007 with Crystal Roadways, Mumbai as Manager – Fleet Maintenance

2001-2005 with Eros Motor (P) Ltd., Nagpur as Assistant Works Manager

1994 – 2001 with Unitech Automobiles (P) Ltd., Mumbai as Supervisor



PERSONAL DETAILS

Date of Birth: 25th June 1969

Languages Known: English, Hindi & Marathi