

SHIVPRASAD KESHKAR

Mobile: 09833088832 / 09823526226

E-Mail: shivprasad.keshkar@gmail.com

AN OVERVIEW

A Transport professional with **nearly 28 years** of comprehensive experience in managing and implementing effective programs and processes in **Transport and Logistics operations to ensure continued success in the reduction of fleet idle time and empty running, customer retention, and cost optimization**. Deft in managing outbound logistics operations including stringent compliance with the deadlines; provided extensive logistical support of pricing efforts as required for Business Development. Excellence in process development, ensuring strict adherence to safety and statutory compliance of the facility.

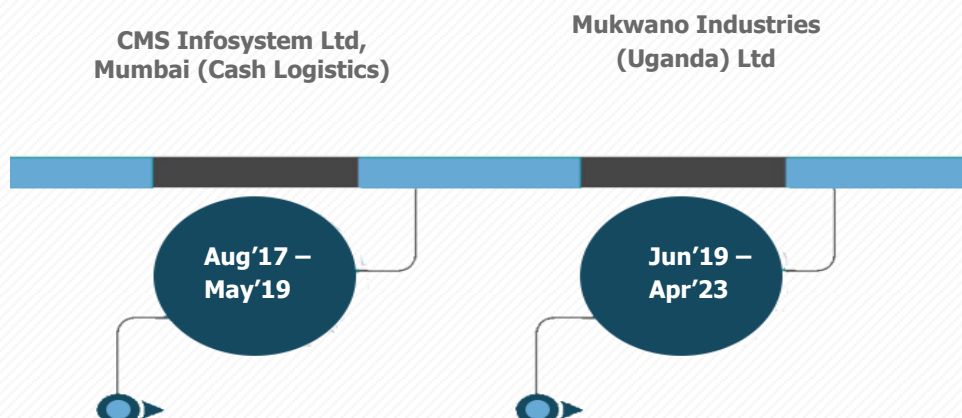
BUSINESS SKILLS

- ❖ **Collecting the transportation requirements on a weekly basis**; overseeing the deployment of the vehicles; ensuring the maximum utilization of vehicles to reduce per-head transportation cost with the minimum possible travel time.
- ❖ **Vendor Management**- raising of RFQ/RFP, vendor evaluation, comparison, rate negotiation, and finalizing the contract
- ❖ **Ensuring that safe and reliable vehicles are available in order** to meet operational requirements; conducting fleet evaluations to ensure safety & and maintenance standards are met.
- ❖ **Managing warehouse operation**; Planning and monitoring the receivables, storage, delivery, and dispatch through ERP, maintaining standards of health and safety, hygiene, and security in the workplace.
- ❖ **Adherence to SOP in warehouse operation**; Overseeing stock control, tracking of damages, and executing quality tools like 5S, FIFO/FEFO.
- ❖ **Planning and execution for on-time dispatch**; tracking of compliance of orders, coordination with the sales team, distributors, and transporters for dispatch and delivery, and Inventory build-up.
- ❖ **Developing Annual Plans and budgets for Logistics Operations**; establishing Standard Operating Procedures and preparing budgets; supervising complete logistics operations.
- ❖ **Managing Automobile Workshop at multiple locations for repair & maintenance**; Planning and effecting preventive maintenance schedules; maintaining data and preparing reports that reflect overall maintenance activities;
- ❖ **Designing, implementing, and monitoring procurement schedules**; ensuring proper storage of material and spares; monitoring inventory levels and coordinating with the Purchase Department for the generation of purchase orders, when inventory reaches re-order levels.
- ❖ **Oversaw personnel needs of the department**; including selecting, coaching, and training of staff and evaluation of performance of the employee.
- ❖ **Handling of statutory compliance and audit of the facility and fleet.**

EDUCATION

- ❖ Diploma in Automobile Engineering from Shri Datta Meghe Polytechnic College, Nagpur in 1994
- ❖ Diploma in Business Management from Welingkar Institute of Management Development & Research, Mumbai in 2009

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 TAT
- ❖ 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
- ❖ 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
- ❖ 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 requirements

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

Permanent Address: Flat No 106, Plot No 38D, Leverage Green- Orchid, Koradi Road , Nagpur-441111

