



Pranjal Sharma

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Summary

Supply chain professional with 6+ years of experience shaping long term strategy across strategic sourcing, freight procurement, and transportation excellence. Proven expertise in network design, contract finalization, and spend optimization across logistics and manufacturing categories, with a strong record of driving digital transformation through TMS implementation and analytics based governance that delivers sustained cost savings, stronger vendor partnerships, and sharper executive decisions.

Professional Experience

Manager - Transportation Excellence | Pernod Ricard | Gurgaon

- Managed national outbound transportation operations with annual logistics spend of \$23M, ensuring service reliability, competitive freight rates, and seamless coordination across plants, planning, sales, and finance.
- Led strategic RFQ and freight procurement cycles covering \$39M of spend, evaluating transporter proposals, negotiating commercial terms, and onboarding transport partners aligned to service and cost objectives.
- Delivered \$1.6M in annual savings through freight procurement, improved truck utilization, route optimization, and stronger commercial negotiations with logistics providers.
- Drove Transportation Management System (TMS) implementation as a key business stakeholder, partnering with technology teams and internal stakeholders to deliver process harmonization, workflow digitization, and adoption across transportation operations.
- Collaborated with cross-functional teams including Sales, Planning, Manufacturing, Finance, and Procurement to align transportation planning with business priorities and customer service expectations.
- Established transportation performance governance by consolidating KPI data across regional teams and conducting year-on-year analysis of cost, service, and operational metrics; developed executive dashboards and waterfall analyses to identify performance drivers and support leadership reviews and strategic decision-making.

Assistant Manager - Transportation Excellence | Pernod Ricard | Gurgaon

- Digitized transporter indenting through the Freight Tiger auto-indenting module, eliminating manual booking steps and improving speed, compliance, and process consistency.
- Analyzed freight performance across transportation lanes to identify recurring cost leakages in loadability, detention, routing, and vendor execution; implemented corrective actions with regional teams and transport partners, strengthening freight governance and cost control across the network.
- Drove a freight unbundling initiative for the Labels supply chain by transferring transportation ownership from suppliers to the company, improving service reliability and generating approximately \$80K in annual savings through centralized freight governance and network optimization.
- Optimized transportation network design by evaluating fleet mix, truck sizing, vendor deployment, and route-level operating models; improved loadability and cost per case through higher-capacity vehicles, dedicated fleets, and network-strong transport partners, while advancing sustainability through increased adoption of CNG vehicles and more efficient freight movement.

Assistant Manager - Vendor Development | Rivigo Services Private Limited | Gurgaon

- Managed the national line haul transportation network spanning 35+ suppliers and annual spend of approximately \$16M, overseeing vendor allocation, capacity planning, and service execution across multiple geographies.
- Delivered 12% cost reduction through contract negotiations, vendor rationalization, route optimization, and improved vehicle utilization, while maintaining service reliability across the network.
- Strengthened vendor governance through structured supplier reviews, performance management, and compliance monitoring, improving operational reliability and execution discipline.
- Developed contingency plans and alternate supplier strategies for critical transportation lanes, ensuring business continuity during disruptions, demand fluctuations, and capacity constraints.

Assistant Manager - Strategic Sourcing | Carrier Air Conditioning and Refrigeration | Gurgaon

- Managed strategic sourcing for the sheet metal category with annual spend of \$2.7M and 18 suppliers across India and China, driving procurement performance, supplier management, and supply continuity.
- Delivered \$70K in annual savings and \$55K in cost mitigation through sourcing optimization, supplier negotiations, and market-driven procurement strategies.
- Reduced the supplier base by 18% through a consolidation initiative, improving procurement efficiency, supplier governance, and relationship management.
- Strengthened sourcing decisions through commodity market analysis, supplier performance management, and risk mitigation, collaborating closely with manufacturing, quality, and operations teams.

Graduate Engineer Trainee (GET) - Operations | Carrier Air Conditioning and Refrigeration | Gurgaon

- Implemented Manufacturing Execution System (MES) driven shop-floor digitization initiatives, improving operational visibility, process monitoring, and production control through real-time workstation tracking.
- Led automation of internal material movement through deployment of motorized carts, enhancing workflow efficiency, reducing manual handling, and improving production continuity.

Education

- B.Tech (Mechanical Engineering) - Delhi Technological University | India

Accomplishments

- Glen Gems Award, Pernod Ricard - Best performer in the Integrated Operations and Supply Chain team for Q4, 2024.

License & Certifications

- Excel Skills for Business: Advanced, Macquarie University
- Pre-MBA Statistics, IIM Ahmedabad

Co/Extra-Curricular

- Karate Black Belt