



Pranjal Sharma

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Summary

Supply chain professional with 6+ years shaping long term strategy across strategic sourcing, freight procurement, and transportation excellence. Proven expertise in network design, contract finalization, and spend optimization, and in leading cross-functional stakeholders through digital transformation and analytics based governance that delivers sustained cost savings, stronger vendor partnerships, and sharper executive decisions.

Professional Experience

Manager - Transportation Excellence | Pernod Ricard | Gurgaon

9 Months

- Orchestrated national outbound transportation across a \$23M annual logistics spend, holding freight rates against market benchmarks while sustaining service levels across plants and functions.
- Unlocked \$1.6M in annual savings on a \$23M transportation spend through freight procurement, improved truck utilization, route optimization, and commercial renegotiation
- Spearheaded RFQ and freight procurement cycles worth \$39M, rebuilding the transporter panel through proposal evaluation, commercial negotiation, and partner onboarding.
- Drove Transportation Management System (TMS) implementation as the key business stakeholder, digitally transforming manual processes into harmonized workflows adopted network-wide.
- Built transportation governance with Sales, Planning, Manufacturing, Finance, and Procurement, tracking budget, spend, and variance against forecast in monthly KPI dashboards.

Assistant Manager - Transportation Excellence | Pernod Ricard | Gurgaon

2 Years 3 Months

- Automated transporter indenting on the Freight Tiger platform, stripping out manual booking steps and lifting booking speed, compliance, and process consistency.
- Analyzed lane-level freight performance to surface cost leakages in loadability, detention, routing, and vendor execution, closing gaps with regional teams and transport partners.
- Unlocked \$80K in annual savings by unbundling freight in the Labels supply chain, shifting transportation ownership from suppliers to in-house control while lifting service levels.
- Re-engineered network design across fleet mix, truck sizing, and vendor deployment, driving down cost per case while scaling CNG adoption to lower transport emissions.

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

10 Months

- Managed a national line haul network of 35+ suppliers and approximately \$16M in annual spend, steering a team of 3 across vendor allocation, capacity planning, and service delivery against SLAs.
- Delivered a 12% cost reduction on a \$16M spend base through contract renegotiation, vendor rationalization, route optimization, and improved vehicle utilization, holding service levels steady.
- Established vendor governance through structured supplier reviews, performance management, and compliance monitoring, lifting operational reliability and execution discipline.
- Built contingency and alternate supplier strategies for critical lanes, protecting continuity through disruptions, demand fluctuations, and capacity constraints.

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

1 years 8 Months

- Managed strategic sourcing for the sheet metal category, covering \$2.7M in annual spend and 18 suppliers across India and China, driving procurement performance and supply continuity.
- Delivered \$70K in annual savings and \$55K in cost mitigation, close to 5% of a \$2.7M category spend, through sourcing optimization, supplier negotiations, and commodity-informed strategies.
- Consolidated the supplier base by 18%, concentrating volume to strengthen procurement efficiency, supplier governance, and negotiating position across the category.
- Shaped sourcing decisions through commodity market analysis and supplier performance data, partnering with manufacturing, quality, and operations to hold cost against rising input prices.

Graduate Engineer Trainee - Operations | Carrier Air Conditioning & Refrigeration | Gurgaon

6 Months

- Implemented MES-driven shop-floor digitization, improving operational visibility, process monitoring, and production control through real-time workstation tracking.
- Led automation of internal material movement through motorized cart deployment, enhancing workflow efficiency and improving production continuity.

Education

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

Accomplishments and Awards

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

License & Certifications

- Lean Six Sigma Green Belt, KPMG
- Excel Skills for Business: Advanced, Macquarie University
- Pre-MBA Statistics, IIM Ahmedabad

Co/Extra-curricular

- Karate Black Belt