



SHIKHAR SHUKLA

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EXECUTIVE SUMMARY

Senior operations and supply-chain leader with 21+ years directing large-scale logistics, procurement and general management in high-complexity, mission-critical environments. Track record managing ₹2,000+ crore supply chains, leading 1,000+ personnel and executing multi-stakeholder operations across geographically challenging contexts. Currently completing the PGPX (MBA) at IIM Ahmedabad. Targeting COO, VP Operations, VP Supply Chain and General Management roles.

PROFESSIONAL EXPERIENCE

Director – Logistics & Operations

Apr 2023 – Mar 2026

Indian Army (Corporate equivalent: VP / Chief of Logistics) • India

- Designed and steered a ₹1,000+ crore, 5-year infrastructure development plan (₹200+ crore annual budget) across 100+ units and 50,000+ personnel; converting long-range readiness priorities into a funded, phased roadmap; delivering 30% of planned milestones in 2 years, enhancing logistics sustenance.
- Directed a centralised procurement and distribution function (₹80+ crore annual spend) serving 30,000+ personnel across 100+ units over 1,500 km of border terrain; standardising sourcing through GeM enhancing ≥30% critical-item availability while cutting cost 20% through demand consolidation and vendor base expansion.
- Led GeM procurement negotiations across 20+ high-value committees (₹60+ crore); consistently achieved 10–20% cost reductions through competitive benchmarking and structured negotiation.
- Led annual readiness audits for 10+ units, producing actionable findings that improved compliance with operational and safety standards by 20%.
- Directed HR and talent-management policy for 30,000+ personnel across a geographically dispersed 100+ unit, improving their efficiency by 10-15%.

Senior Manager – Logistics & Operations

Nov 2019 – Mar 2023

Indian Army (Corporate equivalent: Senior Manager / Head, Logistics Operations) • India

- Executed full-spectrum logistics of rations, ammunition, shelter, medical and transportation for 50,000+ personnel, in extreme mountainous conditions sustaining uninterrupted supply with near zero stockouts.
- Spearheaded ₹50 crore of emergency cold-weather-gear procurement during the 2020 Galwan crisis, sourcing and delivering within compressed timelines (3 months to 15 days) with zero supply disruption to high-altitude frontline units.
- Organised COVID-19 crisis medical logistics for 5,000+ personnel, including road and air evacuations from remote area and establishment of quarantine facilities and field hospitals with 1,000-patient capacity with no supply or capacity failures.
- Optimised policy, inventory and last-mile supply of 5500+ SKUs (₹900+ crore annually) in Canteen Stores Department (CSD) base fulfilment center to distribution network of 100+ stores serving over 50,000+ customers.
- Executed full vendor lifecycle from qualification, selection, performance evaluation, contract execution and quality oversight of 400+ vendors for 30+ logistics units.
- Coordinated legal case representation before the High Court, liaising between command leadership and legal counsel to ensure timely filing, documentation and case follow-up leading to closure of 12 MACT and civil suits.

Officer Commanding – Operations & Supply Chain

Dec 2015 – Oct 2019

Indian Army (Corporate equivalent: COO, Supply Chain) • India

- Established a 500-employee logistics unit from inception; designed foundational SOPs, storage infrastructure and end-to-end supply chain operations across 35,000+ store, reaching full operating capability in 12 months for sustaining security operations of 30,000+ personnel across 100 units.
- Led the unit's first ERP SAP rollout for inventory management, cutting manpower by 25% and lifting operational efficiency by 50%; a model subsequently replicated by peer units.
- Orchestrated large-scale logistics simulations that stress-tested wartime supply for up to 50,000 personnel and over 1,000 equipment platforms, validating demand plans, capacity, contingency readiness and highlighting capacity gaps.
- Managed ₹25-crore annual contracts for specialised high-altitude equipment for 6,000 personnel, handling imports, duties, inspections and customs clearance, enabling their operations on international border.
- Spearheaded and completed accelerated field trials and evaluation of 2 guns and 15 ammunitions within 6 months, translating findings into technical requirements; enabling induction in Army and enhancing operation readiness.
- Directed multi-site general management of three institutional schools serving 5,000+ children, including a full NEP curriculum overhaul.
- Administered HR, payroll and HR functions for 800+ personnel of Establishment.

Directing Staff – Military College of Material Management

Oct 2013 – Nov 2015

Indian Army (Corporate equivalent: Faculty / Leadership Development) • India

- Designed and delivered ammunition logistics curriculum covering end-to-end supply chain, UN-mandated safety protocols, storage automation and transport compliance; reducing by 2 weeks.
- Redesigned logistics training program for 1,000+ trainees/year, introducing internship and field exercise components enhancing training effectiveness.
- Directed implementation of the Government e-Marketplace (GeM) procurement ecosystem across a 50,000+ personnel formation, building the digital procurement framework from the ground up; migrating 100% of spend online and cutting procurement cycle time from 90 to 30 days].
- Led 20 technical defect investigations of ammunition, conducting root-cause analysis of failures and malfunctions; recommending corrective measures to enhance safety, reliability, and serviceability of these ammunition by 90%.

Manager – Logistics & Ammunition Operations

Apr 2007 – Sep 2013

Indian Army (Corporate equivalent: Senior Manager, Operations & Procurement) • India

- Directed logistics and compliance for 15,500+ MT of ammunition and missiles valued ₹1500+ Crore; achieved zero reportable safety incidents against UN-mandated standards; a benchmark adopted across peer establishments.
- Partnered with DRDO to design igloo-type ammunition storage, then delivered the ₹50-crore build to safely house 2,250 MT of ordnance, including rockets and missiles reducing accidents' safety risks by 90%.
- Managed procurement contracts and vendor relationships worth ₹60+ crore annually, ensuring 100% on time delivery.
- Conceptualised and delivered Project ADSAFE — a security infrastructure program deployed across 200 acres of critical ammunition facilities, subsequently adopted as the pan-Army benchmark standard.

Manager – Administration & Operations

Jun 2004 – Mar 2007

Indian Army (Corporate equivalent: Manager, Operations & HR) • India

- Led a 150–300-person operational unit in NE India; coordinated multi-agency scheduling, HR, training and sustained operational readiness across a complex environment.
- Administered a Government-mandated community welfare and rehabilitation program — managed inter-agency logistics, stakeholder coordination across civil administration and security forces and delivery of reintegration services.

EDUCATION**MBA – Post Graduate Program for Executives (PGPX)** – IIM Ahmedabad 2026–2027 (Expected)**MBA – Supply Chain Management** – MCMM, Rani Durgavati University Jabalpur 2023**MSc – Defence & Strategic Studies** – DSSC, University of Madras 2018**PG Diploma – Financial Management** – UP Rajarshi Tandon Open University 2022**Bachelor of Science** – NDA, Jawaharlal Nehru University 2003**Recent Certifications:** Gen AI for Beginners • AI Essentials for Business • Excel Skills for Business • Business Writing.**CORE COMPETENCIES****Supply Chain & Operations:** End-to-End Supply Chain Management • Procurement & Contracts • Inventory Management • Logistics & Distribution • Crisis & Contingency Management**Strategy & Finance:** Strategic & Perspective Planning • P&L Oversight & Financial Controls • Policy Formulation & Process Standardisation • Change & Digital Transformation**Leadership & Stakeholders:** Large-Team Leadership (1,000+) • Talent Management & HR • Vendor & Stakeholder Management • Executive Mentorship & Development**PROFESSIONAL DISTINCTIONS**

- Ranked 2nd in Military Logistics course with an A Grade among the top of a competitive cohort of logistics officers.
- Qualified as an Ammunition Specialist with an A Grade at Indian Army's technically demanding certifications.
- Selected in the top 10% of peer cohort for the Defence Services Staff Course — a highly competitive program for senior leadership and strategic appointments.

PRO BONO & SOCIAL IMPACT

- Set up vocational training centres in villages in J&K, training 1500+ women under the government's UDAAN scheme.
- Secured government scholarships for students from unserved border villages, widening their access to education
- Ran a community green-energy initiative (biogas cook-houses) across J&K villages, cutting firewood dependence.
- Served as Chairman at ASHA School, supporting inclusive education for children with special needs.

INTERESTS & ACTIVITIES

- Published article in MCMM Journal: "Impact of National Logistics Policy on Military Logistics."
- Member, United Services Institute (USI), India; a professional publication and career development center of MoD.
- Secretary, Officers' Institute (managed events for 1,000+ members).
- Competitive sportsperson — won medals and organised tournaments in athletics and sports at Indian Army.