

RAJAT JAIN

Senior Manager

Results-oriented professional with 9+ years of experience in operational leadership, team management, and process optimization. Proficient in interpersonal, communication, and negotiation skills to influence decision-making and Ultimate enduring relationships with stakeholders. Demonstrated ability to thrive in high-pressure settings by achieving business objectives and fostering continuous improvement. Committed to leading high-performing teams, promoting a collaborative work environment. Skilled in strategic planning, budget management, and fostering cross-functional collaboration to drive organizational success and elevate efficiency and productivity levels.

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in <http://linkedin.com/in/rajat-jain-9625a3a9>

Leadership Decision making
People Management
Vendor Management
Data Analytics
Warehousing function's
Operations management
Logistics operations
management

finance Management
Deadline focused
Budget development
Strategic Planning
Organizational improvement
Human Resources
Management

Teamwork Reporting skills
Influencing and negotiation
Critical thinking and problem solving
Data Analytics
Warehousing functions
Data-driven decision-making

CAREER SUMMARY

Senior Manager

Girnar Industries (Girnar Group) Jun 2022 – present

- Led manufacturing ops, achieving goals in cost, quality, and delivery.
- Reduced expenses by optimizing production and asset utilization.
- Improved processes to boost productivity and on-time shipments.
- Managed preventive maintenance to minimize downtime.
- Oversaw inventory, scheduling, and order fulfilment.
- Ensured full compliance with safety and statutory norms.
- Built strong teams through hiring, training, and leadership.
- Aligned operations with Sales and Finance for efficiency.
- Delivered large projects with innovative systems and tools.
- Handled equipment procurement and upgrades.
- Directed senior sales/marketing teams to drive growth.

Operations Executive

Allengers Medical Systems Ltd Nov 2018 – May 2022

- Led day-to-day operations, ensuring smooth coordination across departments.
- Managed recruitment, training, and team performance to align with business objectives.
- Oversaw budgeting and forecasting, maintaining control over expenditures.
- Handled vendor management, optimizing service quality and pricing through strong partnerships.
- Implemented policies and systems in collaboration with leadership to drive efficiency.
- Aligned operational and financial strategies with Accounts & Finance teams to support growth.

Operation Manager

Girnar Industries *Sep 2015 - Oct 2018*

- Responsible was managing factory operations with complete responsibility and independence.
- Financial management. Manage all inbound and outbound transactions on a daily basis including compensation and all payments.
- Day to day operations planning and execution.
- Staff management and supervision. Recruitment of temporary labor and management.
- Machinery and vehicle management. Maintenance and smooth running to ensure efficient operations.
- Production and stock Handling.

Operations Executive

Jawahar Ice Factory and Cold Storage *Mar 2014 - Sep 2015*

- Responsible was managing operations with complete responsibility.
- Day to day operations planning and execution
- Machinery and vehicle management.
- Stock management of ice cream products

EDUCATION

MBA: Marketing & Finance

RabindraNath Tagore University *Aug 2020*

BSc: Computer Science

Softvision College (DAVV University) *Jan 2016*

OTHER SKILLS AND ACHIEVEMENTS

- I'm a Passionate Leader and Enthusiastic team player. I lead our team to several dance and cultural activities during my college days.
- In my free time, I'm an Active Sports man, a big foodie and an explorer, Traveler.

LANGUAGES

English

Hindi

COMPUTER PROFICIENCY

SAP (Systems, Applications,
Products)

ERP (Enterprise, Resource, Planning)
Tally ERP.9.

MS Office

CRM (Customer Relationship Management)

Web Design

Power BI