

Parag Khare MBA, Ing.

[Frankfurt / Langen](#) | [LinkedIn](#) | [Xing](#) | [+49 160 1515552](#) | [khare@gmx.ch](#) | [German \(C1\) & English \(C2\)](#) | [German Citizen](#)

The "Double Agent" in Pricing, Procurement & Tender Strategy:
12+ Years Bridging Seller (Forwarding) and Buyer (Shipper/Platform) Perspectives

In a Nutshell: I operate on both sides of the logistics value chain: Seller-side pricing and tender strategy at DB Schenker and Kuhne + Nagel, and Buyer-side procurement consulting at Transporeon/TiContract for 68+ enterprise shippers. This dual perspective enables me to decode buyer evaluation algorithms and optimize commercial outcomes before submission. I lead cross-functional teams to standardize global RFQ governance, lifting win-rates (+15%) and margins (+1.7%). AI-Certified (Google & Microsoft), I deploy prompt engineering and automation to cut manual effort 20%.



My Transferable Skills: "Seller + Buyer" Perspective | Global RFQ Strategy & Governance | Pricing & Yield Optimization | Strategic Sourcing & Category Management | AI-Enabled Process Design | Tender Platforms (TiContract, Keelvar, Transporeon, Freightos, Coupa, Cargoclix) | SAP TM & CargoWise | eSourcing (Ariba, Oracle) | Advanced Excel & PowerBI | Should-Cost & TCO Modeling | Contract Negotiation & Incoterms | Cross-Functional Leadership | Combinatorial Optimization | Bid Content & Solution Design | Coaching & Training | Change Management | Project Management (CSPO Certified) | Supplier Management | Market Sensing & Benchmarking | Air Cargo (IATA-Certified)

WORK EXPERIENCE

Number of direct & Indirect reports

DB Schenker –Corporate HQ

| 4 direct reports – Analysts & 5 indirect reports – Regional Coordinators

Essen/ Frankfurt, DE

Global Pricing & Tender Manager

January 2024 – Present

- Defined Global RFQ Strategy; standardized Bid Logic and content solutions across regions, lifting hit-rate +4% and win-rate +15%.
- Managed strategic RFQ tool projects; led testing and training of AI pricing features, reducing manual effort by 20%.
- Closed \$8M+ deals via direct negotiation; applied Game Theory and Buyer-side procurement insights to optimize final pricing.
- Led cross-functional matrix teams to drive Global RFQ Operating Model adoption; strategic inputs contributed +0.3% contract wins.
- Designed Global RFQ Training Curriculum; coached regional teams to ensure 100% adoption of new submission standards.
- Crafted 10+ executive Content Solutions per quarter; aligned Sales/Product narratives, lifting Customer Satisfaction Score +5%.
- Drove Continuous Improvement via best-practice workshops; scaled efficiency globally by identifying and resolving root causes.

DB Schenker - European HQ

| 2 direct reports – Specialists & 7 indirect reports – Cluster-Level Leads

Frankfurt, DE

European Pricing & Tender Manager

May 2020 - December 2023

- Directed European RFQ Strategy; aligned cluster and country pricing with global governance standards, raising hit-rate +7%.
- Partnered with Product and Gateway to align tariffs and capacity; optimized yield through should-cost modeling, improving margins +1.7%.
- Led regional rollout of new Tender Tools; bridged Global Strategy and Local Execution, achieving 100% user adoption.
- Bridged Sales, Tender Management and Product functions; optimized Quoting Channels to cut cycle time by 8%.
- Represented Europe Region in global bids; strategic alignment with cross-functional stakeholders boosted regional awards +4%.

Kühne + Nagel International AG – HQ

| 1 indirect report - Junior Purchasing Coordinator

Hamburg, DE / Schindellegi, CH

Corporate Purchasing & Tender Specialist

March 2020 – May 2020

- Generated market forecasts to optimize procurement strategies; applied market sensing and benchmarking to drive cost savings.
- Secured new supplier through strategic sourcing in under one month.
- Coordinated purchasing across 18 EU countries; streamlined cross-border procurement and aligned carrier management with regional leads.

Reason for Departure: Voluntarily left the company due to family relocation challenges caused by the unexpected COVID-19 situation.

Transporeon / TiContract (Leading Freight Tendering Platforms Group)

| 1 direct report - Procurement Analyst

Mannheim, DE

Category Management & Procurement Consultant

September 2016 – February 2020

- Configured tender algorithms and Bonus/Malus scoring logic for 68+ enterprise shippers; gained deep insight into buyer platform ranking mechanics.
- Managed 68 RFQs for Siemens, Infineon, BMW, Mercedes-Benz, VW + Porsche, Apple, BASF, Bayer, Evonik, Lanxess, Merck, Qiagen, Sartorius, Adidas, Airbus, Beiersdorf, Puma, Zalando SE, Nestle, P&G, ABB, Hitachi and many more.
- Negotiated 3% cost reduction and saved \$1M for GE (General Electric) Group through structured strategic sourcing methodology.
- Leveraged Combinatorial Optimization tools to analyse carrier bidding patterns; reverse-engineered losing bids to identify pricing thresholds.
- Selected suppliers via strategic sourcing and category management frameworks; improved supplier performance metrics by 7%.
- Liaised with 150+ suppliers per RFQ; resolved pricing inquiries and streamlined response workflows, cutting response time 9%.
- Led iterative multi-round negotiations applying TCO modeling and should-cost benchmarks; secured 2% additional cost savings.
- Conducted Best Practices training for procurement teams; enhanced cross-functional capability and team productivity by 1%.

Karl Dischinger Group - HQ

| Mentored 1 indirect Analyst

Basel, CH

Pricing & Tender Analyst

September 2015 – August 2016

- Optimized consolidated Groupage/LTL to FTL costing models; increased shipment profitability by 4% through analytical pricing strategies.
- Managed tender portals and cross-department coordination; ensured timely submissions aligned with procurement governance standards.
- Built Excel-based pricing calculators and tender tracking tools; reduced calculation errors to under 2%.

Fraunhofer-Institut für Solare Energiesysteme ISE

| Supervised 1 intern

Freiburg im Breisgau, DE

Smart City Planner

May 2013 – August 2015

PROFESSIONAL CERTIFICATIONS (Passed with Distinction)

Certified by

Certified Scrum Product Owner® (CSPO®)
Analytics Engineer: Data Analyst, ETL Developer & Data Marketing / Artificial Intelligence
Microsoft Power BI PL-900 & PL-300
Google Analytics 4 & Google Tag Manager
Air Cargo Business Strategy and Planning
Air Cargo Competitor Analysis and Market Research
Air Cargo Revenue Optimization & Route Profitability
Incoterms® 2020

© Scrum Alliance
© Paris-Sorbonne University
© Microsoft
© Google
© International Air Transport Association (IATA)
© International Air Transport Association (IATA)
© International Air Transport Association (IATA)
© International Chamber of Commerce (ICC), Paris

EDUCATION

FOM University of Applied Sciences for Economics & Management

Mannheim, DE

Logistics & SCM | Executive MBA (Master of Business Administration)

National Institute of Technology (NIT-B)

Bhopal, IN

Transport Planning | B.Tech (Bachelor of Technology)