

JOB OBJECTIVE

Head-Supply Planning, seeking a challenging role in an organization of repute to leverage my **Supply Chain Management, Operations Planning, and Team Management** skills in line with the organizational growth plan

PROFILE SUMMARY

- Endowed with a passion for winning as evinced through **11+** years of experience encompassing **Supply Chain Management, Logistics Distribution & Transportation, Demand Planning, Strategic Planning, Operations Management, Warehouse Management, and Team Management** skills across FMCG domain
- Hands-on experience in handling **end-to-end Supply Chain & Logistics operations**, planning & controlling manpower, outsourcing resources, material **equipment's and consumables** for achieving the **planned periodic schedule**, and analyzing existing processes/procedures and conducting **critical analysis**
- Proficient in formulating suitable routes for the **transportation of goods** with no delay, implementing **cost-effective** initiatives, negotiating and **finalizing the contracts**, analyzing issues in the process & resolving them, recruiting suitable personnel, assessing their performance and rendering training based on the same
- Adroit in streamlining **material planning** and optimal **inventory holding** to warrant the availability of the right stocks at the right time and the right place by implementing **Continuous Replenishment Process (CRS)** from Plants to Depots & building relationships with **internal & external stakeholders on strategic opportunities**
- Profound Knowledge of ERP Systems Implementation, Supply Chain Management skills, Manpower Management, Logistics Distribution, and Warehouse Operations. Prolific thinker, able to handle a large team in Supply Chain Management, always keeps abreast in the advancements of Logistics and Supply Chain Management
- Possess strong interpersonal, communication, analytical, mentoring & leadership skills

CORE COMPETENCIES

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|---------------------------|---------------------------------|------------------------|
| • Supply Chain Management | • Distribution & Transportation | • Logistics Management |
| • Warehouse Management | • Six-Sigma & Lean Techniques | • Demand Forecasting |
| • Contract Management | • Strategic Operations Planning | • Network Optimization |
| • Performance Reports | • Documentation Management | • Business Analytics |

WORK EXPERIENCE

Currently associated as a **Head-Supply Planning** with **Britannia**, Bangalore since April 2019

Responsibilities:

- Spearhead a team of **19** members and is responsible for transforming long term, and short term sales forecasting into production plans besides monitoring and formulating strategies for sourcing and distribution of core brands, including Good Day, Marie Gold, Gobbles, 50-50, Treat, etc.
- Successful in achieving **70.8%** of vehicle utilization from **65%** in FY19, resulted in **INR 20 MM** of transportation savings
- Successfully implemented Continuous Replenishment System Efficiency at **>97%** accuracy consistently
- CRS(Continuous Replenishment System)-revamped with Distributor scientific norm and PDP corrections which led to the compliance improvement to **85%** All India from Jan'20 Vs **39%** YTD Dec'19
- Direct the organizations' overall supply chain operations, including inventory management, import/export compliance, transportation, and distribution of goods both domestically & internationally
- Impart supply planning expertise for the commercialization of new products, and coordinated activities which impacted the Brand's ability to maintain constant and sufficient product supply
- Lead Sales & Operations Planning meeting to facilitate & arrive consensus Sales Objective for the month
- Oversee the preparation of international and domestic purchase contracts and orders, procurement of stock from suppliers. Validate Sale Targets vs. available capacities and shared the final plan with all departments

Senior Manager-Logistics Distribution & Transportation with **PepsiCo**, Chennai from Nov 2016 to Apr 2019

Responsibilities:

- Headed a team of **169 members** and managed the Production Planning of 5 Beverage Plants and 3 Co-Manufacturing Plants
- Enhanced the weekly demand forecast accuracy from **45%** to **68%**

- Oversaw warehousing operations of 8 warehouses & the Secondary logistics from 16 warehouses (incl. 5 Plant & 3 Co-Manufacturing Plant Warehouses) to the distributors besides the related Customer Service
- Guaranteed optimum inventory levels to meet customer order fill rates by re-allocating existing inventory and established Safety Stock parameters: Demand compliance >**98%** for TOP-20 SKUs
- Stabilized CRS (Continuous Replenishment System) for SDPs and recuperated OFR from **64%** to **85%**
- Abridged FG expiry by a record **74%** in 2018 Vs. 2017
- Successfully collaborated for Region Supply Chain Cost- Warehouse/CFA/Freight costs to be within the annual operating plan (AOP) with a saving of 4.1 crores Vs. AOP 2018

Earlier Experience:

- **National Operations Manager** with **ITC Limited**, Kolkata from July 2016 to November 2016
- **Sr. Supply Chain Manager-PO1** with **PepsiCo**, Hyderabad from October 2014 to June 2016
- **Regional Logistics Manager-South** with **PepsiCo**, Chennai from April 2013 to September 2014
- **Manager-Supply Chain Management** with **Essar Group**, Bangalore, Chennai, and Mumbai from October 2009 to March 2013
- **Assistant Systems Engineer** with **TCS**, Hyderabad from July 2005 to June 2007

KEY ACCOMPLISHMENTS

- Improved the monthly demand forecast accuracy from **63%** to **75%** by introducing and monitoring PO1 region demand and supply planning for both beverages and foods businesses during my tenure with PepsiCo
- Declared the **Best Supply Chain Leader** for the year 2018 with PepsiCo
- Optimized **Region Supply Chain Cost- Warehouse/CFA/Freight** expenditures within the annual operating plan (AOP), thereby led to savings of 63 lakhs Vs. AOP 2015 with PepsiCo
- Awarded the **Best Supply Chain Team (BU-Baadshah)** in 2015 with PepsiCo
- Chosen to lead the PO1 (Beverages and Foods) project pilot implementation for AP unit- SCM with PepsiCo
- Improved CRS OFR from **81%** to **94%** by stabilizing CRS (Continuous Replenishment System) for SDPs in AP unit
- Convalesced MT fill rates from **85%** to **94%** by analyzing region demand and supply planning with PepsiCo
- Reduced avg. transit time by **27%** and OTIF score from **86%** to **96%** with PepsiCo
- Increased Machine capacity utilization from **43%** to **77%** & won accolades from the Top management during my tenure with Essar Steel
- Perfected OTIF (On time in Full) from **76%** to **99%** by utilizing forecasting system & created production schedules to ensure zero stock-out during my work with Essar Steel
- Declared the **best support team** for H1 2014 and recipient of appreciation from PepsiCo CEO, India
- Evoked appreciation for inventory carrying cost savings of **INR 120 MM** during my work with Essar Steel

TRAINING AND CERTIFICATIONS

- MITx **MicroMasters certification in SCM**- Massachusetts Institute of Technology(MIT) on edX
- Certified MIT xPro in **Data Science and Big Data Analytics**- Massachusetts Institute of Technology (MIT)
- APICS, USA certification in Supply Chain (**CSCP**) in 2012 & Master Planning of Resources (MPR), CPIM in 2008
- Secured 96.25% in **Six Sigma Green Belt** certification; Lean Sigma endorsed by TBM Consultants, USA
- Selected for PepsiCo's **I-LEAP Leadership Academy** 2016 for top performers, ISB Hyderabad

INTERNSHIP EXPERIENCE

- Internship on **Operational Excellence** with Gokaldas Exports Ltd., Bangalore from May 2009 to Sep 2009
- Internship on **Supply Chain Management** ICI Paints India Ltd, Hyderabad from Feb 2009 to Apr 2009
- Internship on **Digital Marketing** with Procter & Gamble, Mumbai from Apr 2008 to Jun 2008

EDUCATIONAL DETAILS

- Completed **Master of Business Administration** (Supply Chain & IT Systems) from **NITIE, Mumbai** in 2009
- Completed **B.Tech in Mechanical Engineering** from **NIT, Bhopal** in 2005