

AS KIRAN

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Seeking assignments in Logistics, Operations, Demand Planning, SCM, Export/ Import, Team Management, Commercial Management with a reputed organization.

APERCU

Result oriented and multi-talented, have been able to negotiate, collaborate and lead the teams. Effective leader, focusing on change and risk management Possess analytical skillset and is a critical thinker as well as consensus builder. Passionate about implementation of process changes that enables fostering business development, increase productivity and enhance customer engagement. An astute and result oriented professional with extensive years of experience in EXIM, Material management, Order Management, Commercial operations. Proficiency in managing the entire import/ export operations encompassing Pre shipment, inspection of consignment, Pre/Post Shipment documentation, customs clearance, logistics, inventory, inventory control, insurance and other allied functions etc. Profound understanding of EXIM Policy, Customs rules & regulations. Extensive experience in fleet management, transport solutions, development, and analytical assessment, to strengthen supply chain effectiveness. An effective communicator with exceptional relationship management skills with ability to relate to people at any level of business and management. My work is an extension of my passion to solve problems and build strong relationships. I love working with people from different walks of life striving hard to make their own success stories while building mine. I have had the fortune of gaining phenomenal exposure while working with a mix of well-established organizations and dynamics for over 30 years. This has given me a strong insight into organizational culture and the different factors that influence it. Over years, my experience has been instrumental in teaching me the art of being a good listener, a thorough researcher with an eye for detail, a thoughtful strategist, and a strong executioner. I eagerly look for opportunities to consistently learn and develop new skills to keep in pace with the ever-changing and evolving work environment.

CORE COMPETENCIES

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- Strategy Development: Develop and implement supply chain strategies aligned with the organization's goals and objectives.
- Planning and Forecasting: Collaborate with internal teams to forecast demand and ensure sufficient inventory levels.
- Supplier Management: Create a pool of preferred and alternative suppliers globally. Establish and maintain strong relationships with suppliers, negotiate contracts, and manage supplier performance.
- Logistics and Distribution: Optimize transportation and distribution global networks to ensure timely delivery of products globally as per commitments while minimizing costs.
- Inventory Management: Implement inventory control measures to manage stock levels, reduce excess inventory, and improve cash flow.
- Process Improvement: Identify opportunities for process optimization, automation, and continuous improvement within the supply chain.
- Risk Management: Develop risk mitigation strategies and contingency plans to address potential disruptions in the supply chain.
- Cross-functional Collaboration: Collaborate with internal stakeholders, such as operations, delivery and sales to ensure seamless coordination across departments.
- Compliance and Sustainability: Ensure compliance with relevant laws and regulations, as well as promote sustainability initiatives throughout the supply chain.
- Obtaining Certification on Electrical equipment's, E-waste, EPR, LMPC, PIMS & FSSAI on Imports from China, EUROPE (Italy, Germany, Switzerland), USA, Dubai.

SKILLS

- Strategic Thinking
- Analytical Skills
- Leadership and Team Management
- Communication and Influencing
- Technological Aptitude
- Negotiation Skills
- Adaptability
- Risk Management
- Continuous Improvement Mindset
- Warehousing
- Freight & Cost Savings.

ORGANIZATIONAL EXPERIENCE

- Order Fulfilment, SCM, WH Management and Logistics
- SAP SD, Purchase & MM – Super user.
- Warehouse – People Management, Inventory.
- Imports & Exports
- Commercials & Operations

M/s.Sami-Sabinsa Group Limited as General Manager – Exports (SEZ/EOU) from 07.03.2022 to 25.09.2024

Sami-Sabinsa Group Limited (formerly Sami Labs Ltd), a pioneer and global leader in health science, is a leading producer of nutraceuticals, cosmeceuticals, standardized herbal extracts, fine chemicals, specialty chemicals, probiotics and enzymes.

Sourcing and Procurement: Identifying and obtaining raw materials and active pharmaceutical ingredients APIs from reliable suppliers.

Manufacturing: Transforming raw materials into finished pharmaceutical products while maintaining quality and adhering to regulatory standards.

Quality Assurance: Conducting quality checks at every stage to ensure product safety, efficacy, and compliance with regulatory guidelines.

Packaging and Labeling: Protecting products from damage and contamination while ensuring accurate information is provided for safe use.

Warehousing and Storage: Storing products in controlled environments, especially for temperature-sensitive medications.

Distribution and Transportation: Transporting products to wholesalers, pharmacies, hospitals, and clinics while maintaining product integrity.

Delivery to End-Users: Ensuring that patients receive the right medication at the right time

Heading from Order Management, AIR & SEA freight negotiations to Last mile delivery at destinations to customers across the Globe with a team size of 12 highly skilled people.

M/s.Udaan.,Bangalore – Multiple Warehouse Facility Manager & P2P City Lead from 01.10.2018 to 10.10.21 for Food & Pharma Category.

Udaan is a Business-to-Business (B2B) ecommerce platform, designed to solve core trade problems for small, medium and large businesses across India. It is the largest such national distribution platform of its kind enabling retailers and businesses to source merchandise from manufacturers, brands, white labels, importers etc. on a single platform. Udaan brings to users the power of technology to grow their business.

From 01.10.2018 to 10.10.21.

Handled Multiple WH facilities Yelahanka & Makali, Warehouses – Staples, FMCG & Pharma Warehouse with error free operations. Handled Staples WHs & P2P Business Bangalore

Leading a team of 1100 plus with 3 shifts operations for all warehouses across Bangalore.

Pharma Supply Chain Dynamics

The pharmaceutical supply chain operates within a dynamic environment characterised by evolving market trends, regulatory requirements, technological advancements, and geopolitical factors.

Understanding these dynamics is essential for stakeholders to navigate challenges effectively and capitalise on emerging opportunities.

Market Trends: Shifts in consumer preferences, healthcare policies, and disease prevalence can influence demand patterns and product mix within the pharmaceutical industry. For example, the growing prevalence of chronic diseases, such as diabetes and cardiovascular conditions, has fueled demand for specialised medications and personalised treatment options.

Regulatory Requirements: Regulatory agencies, such as the U.S. Food and Drug Administration (FDA) and the European Medicines Agency (EMA), play a crucial role in overseeing pharmaceutical manufacturing, distribution, and safety standards. Compliance with regulatory requirements is paramount for ensuring product quality, safety, and efficacy throughout the supply chain.

Technological Advancements: The adoption of advanced technologies, such as artificial intelligence (AI), blockchain, and Internet of Things (IoT) devices, is revolutionizing supply chain management practices in the pharmaceutical industry. These technologies enable real-time monitoring, data analytics, and process automation, leading to enhanced efficiency, transparency, and traceability.

Geopolitical Factors: Political instability, trade tensions, and natural disasters can disrupt global supply chains, causing supply shortages, delays, and price fluctuations. Geopolitical risks, such as trade tariffs and export restrictions, underscore the importance of diversifying sourcing strategies and building

resilient supply chain networks.

Globalisation and Supply Chain Complexity

The pharmaceutical supply chain is inherently global, with raw materials, manufacturing facilities, and distribution channels spanning multiple countries and regions. Globalisation has led to increased supply chain complexity, as companies navigate diverse regulatory environments, cultural differences, and logistical challenges.

Supply Chain Localisation: Despite the benefits of globalisation, there is a growing trend towards supply chain localisation to mitigate risks associated with long-distance transportation, geopolitical instability, and regulatory uncertainties. Localisation strategies involve establishing regional manufacturing hubs, sourcing suppliers locally, and partnering with regional distributors to enhance agility and responsiveness.

Supply Chain Visibility: Achieving end-to-end visibility and transparency across the supply chain is a top priority for pharmaceutical companies seeking to optimise inventory management, reduce lead times, and mitigate risks. Advanced tracking and tracing technologies, such as RFID tags, barcodes, and serial number tracking, enable real-time monitoring of product movement and status throughout the supply chain.

Collaborative Partnerships: Collaboration among supply chain partners, including manufacturers, suppliers, distributors, and logistics providers, is essential for driving innovation, sharing best practices, and addressing common challenges. Strategic partnerships can facilitate knowledge exchange, resource pooling, and joint problem-solving initiatives to improve supply chain efficiency and resilience.

- Manage end to end warehouse operations including stock, inventory management, - inward & outward supply in a cost-efficient manner at Mother Warehouse (Bhiwandi) and across India.
- Ensure adherence to required processes compliances for the warehouses like warehouse checklist, audit requirements & documentation.
- Monitor/oversee the other warehouses within the country as well as manage the third-party warehouses.
- Validate, review and select suitable transport partners, servicing vendors, labour contractors, local suppliers & third-party warehouses as per company benchmarks.
- Ensure timely delivery of the raw materials/ blended products to the customers to maintain high customer satisfaction.
- Manage statutory audits like FDA, ISO, QSHE etc. pertaining to warehouse operations and maintenance and ensure 100% compliance. Ensure that quality, health, safety & environmental standards are maintained in the warehouse.
- Address issues raised by the internal customers as well as the external customers like site inspectors, local village governing bodies & government authority representatives to ensure operational efficiency.
- Lead and coach the warehouse team to manage their motivation and productivity.

M/s.Lapp India., Bangalore, Consultant – SupplyChain Logistics & Exports from June 2017 to September 2018 – 1 year, 3 months.

LAPP INDIA is a 100% subsidiary of the LAPP GROUP Germany, a leading supplier of integrated solutions and branded products in the field of cable and connection technology. We are the pioneers in introducing the concept of "Reliably connecting the world" with our unbeatable range of cabling products and solutions.

Strategic Sourcing

- Developing alternate sources, mitigating risk and assisting in negotiating supply agreements with strategic & critical suppliers
- Planning and executing innovative sourcing policies & procedures which help in increasing revenues, streamlining workflow to increase productivity.

Supply Chain Management

- Devising efficient logistics management system to ensure delivery of the goods / shipments as pre defined time & cost
- Administering effective & efficient costing system and resulting into cost reduction.

Vendor Management

- Identifying and developing potential vendors locally & globally for achieving cost effective purchases of raw materials, finished goods and eliminating capacity bottlenecks & reduction in delivery time.
- Assessing the performance of the vendors based on various criteria such as manufacturing capability, quality system, rejection levels, timely delivery, credit terms, etc.

Logistics

- Managing logistics functions, negotiating with transporters & C&F Agents for cost effective transport solutions & clearances
- Taking adequate measures to monitor and analyse the performance of transporters, processing & packaging units pertaining to cost, quality and delivery norms.
- Processing customer orders on SAP SD, factory follow up for finished products, arranging vehicles/Container, timely dispatch through AIR freight / SEA freight, Documentation, Smooth deliveries to customers EMEA, APAC regions.

M/s.Fujitsu India Pvt.Ltd., Bangalore Logistics Manager Jul'07 – Jan'15

ABOUT FUJITSU:

As a wholly owned subsidiary of Fujitsu Technology Solutions Holding B.V., Fujitsu India Private Limited, will offer a broad portfolio of products and services, profiting from the strength and reliability of the global Fujitsu Group, the fourth-largest IT services vendor in the world. It will provide Fujitsu's state-of-art solutions to the India market ranging from Servers, Storage Systems, Workstations, Notebooks, Desktops, Biometrics Products & Scanners. Today Fujitsu's name is synonymous with top-quality equipment backed by efficient and reliable services in the world.

⇒ **Handling order Fulfilment, SCM & Logistics.**

- Logistics & Imports/Exports for PAN INDIA deliveries
- Managing logistics functions, negotiating with transporters & C&F Agents for cost effective transport solutions & timely clearances.
- Taking adequate measures to monitor and analyse the performance of transporters, 3PL, processing pertaining to cost, quality and delivery norms.
- Spare Management - Import of spares from Japan, APAC, Europe and timely delivery to customers.
- Project Management - Timely customs clear of storage, Servers, Laptop/Desktop by AIR/SEA and ensure installation support at client's location like MARUTI SUZUKI, SIEMENS, AIRBUS, TIMES OF INDIA
- Ensure timely availability of storage & servers to customers across INDIA for DEMO.
- Super user of SAP SD & MM. Handling independently for EMEA region.

M/s. Tata BP Solar India Limited., Bangalore, LEAD buyer

July'06– Jun'07

ABOUT Tata BP Solar India Limited:

A Power Solar is India's largest integrated solar company that is driven by the singular vision – harness the power of sun to enable solar everywhere. Headquartered in Bangalore,

Tata Power Solar operates in three distinct segments – cutting-edge manufacturing, EPC services for solar power projects and creating innovative solar products. We are working relentlessly to provide access to energy especially in the remote, off-grid parts of India, which makes us the most trusted solar power company in the country.

- Planning and Procurement of Import and Indigenous Materials for DTA and EOU Units
- Handling Dangerous Cargo and Hazardous Chemicals
- Inventory Management and Implementation of ASCP, JIT, VMI, etc
- Supplier Performance analysing & monitoring.
- EOU Customs Compliance and liaison with Authorities
- Nomination and management of Logistics Service Providers
- Freight Insurance and Service Contract Management
- Management Information Systems [MIS], Route cause analysis and suggestion for Improvements
- Active participation in HSE

Givaudan India Ltd., Coordinator - Import/Export, Order Management, Logistics, Supply Chain – 1993– May2006

A company whose historical roots date back to the beginnings of the modern flavor and fragrance industry in the late eighteenth century, Givaudan SA of Vernier, Switzerland is one of the leading creators of fragrances and flavors in the world with sales that reached \$1.31 billion in 2000. Givaudan became a public company when it was spun off from its parent company, the pharmaceutical giant Roche in 2000. Givaudan produces flavor and fragrance compounds for a variety of products; its Cincinnati-based flavor division supplies the "taste" in food products ranging from soft drinks to soups, and its fragrance division headquartered in Switzerland provides the aroma in perfumes and personal care and household products. More than 30 percent of women's fine perfumes, including Poison by Christian Dior, Obsession by Calvin Klein, and Opium by Yves Saint Laurent, owe their signature scents to Givaudan's fragrance scientists. While Givaudan's corporate headquarters are in

Switzerland, it maintains factories and operating facilities in over thirty countries. A leader in technical innovation since its founding, Givaudan devotes over \$98 million per year on research and development and has twice won Fragrance Foundation Awards for technological breakthroughs.

- Managing end to end from Timely clearance of Imports by AIR & SEA, Exports to Europe, Deliveries to customers across INDIA, Transportation, Procurement, Supply Chain.

ACADEMIC CREDENTIALS

1993 Arts Graduate from Bangalore University
2000 Dip in EXIM from IIMT Chennai

COMPUTER FORTE

- ✓ Basic knowledge of IT – MS Word, Excel, PPT.
- ✓ Super User in SAP functional role on SD (Sales and Distribution), Purchasing & MM (Material Management)
- ✓ SAP Ariba Sourcing
- ✓ ERP Packages (MFG PRO, BPCS, ORACLE – ATLAS, SIEBEL)

DATE OF BIRTH: March 1st, 1972

Passion & Sports

- ✓ Represented State Cricket (KSCA League Group I, Division I) & Qualified Umpire
- ✓ International Cricket Council (ICC) - Foundation certification course 6 modules about game, safety inclusion, the participants, the coach, effective training sessions, game day.
- ✓ Rajasthan Royals – Fitness Course Program.
- ✓ Long Distance Runner
- ✓ Holding Valid Passport

Place: Bengaluru

Date: