

# Saiprasad Pathipaka

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The Supply Manager plays a crucial role in ensuring the efficient and effective management of the supply chain processes within an organization. This position involves overseeing the procurement, logistics, inventory management, and supplier relationships to optimize the availability of goods and materials while minimizing costs and maintaining high levels of quality. The Supply Manager collaborates with various departments to achieve operational goals and contribute to overall business success.

## **Work Experience:**

### **Supply Associate | Livspace | Hyderabad, Telangana | Nov/2021 – July/2023 :**

- Assist logistics process for the development of new products, inventory maintenance, manufacturing, shipment and delivery, and returns on products.
- Keep detailed records, generate reports, and develop presentations to help management understand the logistics perspective.
- Responsible for negotiation, sourcing and price benchmarking of products and services.
- Responsible for the end-to-end Purchase to Pay cycle.
- Vendor performance evaluation and Contract Governance
- Proven skills in Market Analysis (category-specific), Vendor identification & Evaluation, Performance Assessment, and Vendor Management.
- Actively identify opportunities for improvement and automation of existing procurement systems and processes.

### **Technical Associate | Asianpaints PTPR | Hyderabad, Telangana | Apl/2020 – Nov/2021 :**

- Conducted regular performance evaluations of CRM system, identified areas for improvement, and recommended enhancements to optimize user experience.
- Build and maintain strong relationships with customers, understanding their needs and providing timely solutions.
- Serve as the main point of contact for key customers, addressing inquiries, resolving issues, and managing escalations effectively.
- Conduct regular customer reviews and business meetings to identify opportunities for improvement and growth.
- Collaborate with cross-functional teams, including sales, marketing, and operations, to ensure customer needs are met and issues are resolved promptly.
- Proactively identify and address customer concerns, anticipating potential issues, and implementing preventive measures.
- Track and analyze customer data and metrics to identify trends, patterns, and areas for improvement.
- Develop and deliver customer training programs and workshops to promote product knowledge and adoption.
- Prepare and present reports and updates on customer relationships, including key performance indicators and customer satisfaction metrics.

### **Technical Associate | APH Solution | Hyderabad, Telangana | Nov/2018 – Mar/2020 :**

- Strong leadership skills, with the ability to motivate and manage a diverse team.
- Excellent communication and interpersonal skills, with the ability to build relationships with stakeholders at all levels.
- Excellent understanding of transportation regulations, policies, and procedures.
- Ability to manage multiple projects and priorities.
- Strong analytical and problem-solving skills, with the ability to identify and address issues quickly and effectively.

**Lecturer | KIMS DEGREE & PG COLLEGE, KARIMNAGR | 2017 June - 2018 Nov**

- Worked as Chemistry Lecturer for Degree and PG Class

**EDUCATION**

- **M.Sc** in from Satavahana University , Pass out-2018 with an aggregate-65%

**PERSONAL SKILLS:**

- Problem-solving skills.
- Negotiation skills.
- Relationship Building
- Technical Presentations
- Solution Selling
- Market Research
- Communication skills
- Risk assessment skills
- Analytical skills.
- Interpersonal skills
- Project management skills
- Team-building skills.

**DECLARATION**

I declare that the above-furnished details are true to the best of my knowledge and belief.

Date:

Place:

**(SaiPrasad Pathipaka)**