**BALKRUSHNA SAHEBRAO KARDILE**

Contact: +91 9167555852| E-Mail: [balkrishna.kardile@live.com](mailto:balkrishna.kardile@live.com)| Location: Mumbai

LinkedIn: [linkedin.com/in/balkrushna-kardile-b902a58](https://www.linkedin.com/in/balkrushna-kardile-b902a58)

*A result Oriented professional with over 20 years of experience in Manufacturing (FMCG), Construction & Service industry. Proven excellence in confidently predicting consumer purchase decisions, simulating “what-if” scenarios on assortment changes; uncovering cross-selling opportunities and discovering creative planogram ideas to promote items with surgical precision. Skilled in handling issues related MM Module & MRP related Issues in SAP S4 Hana. Possess ability to analyses, gather, write, evaluate, and produce detailed MIS reports.*

*Deft in conducting analysis to assess the financial results & profitability implications.*

**PROFILE SYNOPSIS**

|  |  |  |
| --- | --- | --- |
| * Process Administration * People Management * Project Management * Problem- Solving Techniques * Integrated Concept Generation * Inventory Control Management | * New Product Development * Strategic & Analytical Management * Supply Chain Management * Support & Services Administration * Technical Expert & Analyst * Data Analysis & Management | * Procedure Development * Team Building and Mentorship * Resource Handler * Personnel Administrator * Data Visualization * Data Extraction |

* Accomplished in helping retailers monetize consumer behaviour by analysing buying patterns to influence purchasing decisions. (Market Basket Analysis **– Association rule -statistics**)
* Excel at integrating concept generation, scrutinizing over available and to be launched improvisations to enhance the current program with formulating Core, Critical and Flexible Teams to operate acquiring desired outputs at their domains respectively. **(SAP S4 Hana)**
* Proficient in increasing revenue with insight-driven planograms; reducing slow moving inventory with effective promotions; enhancing revenue with cross-selling nudge recommendations in order to drive marketing campaigns with surgical precision
* Expert background in object-oriented analysis, business analysis, budgeting & forecasting, variance analysis and implementing operations framework with the aspects of multi-disciplinary projects (Tools **Used Knime Analytics & Tableau**.)
* Diligent in resource allocation and optimization with coordination and execution of cross functional projects by thorough vigilance in all sectors; pricing, reporting, evaluating etc. and getting back to the stakeholders, boards and workforce management
* Capability of identifying indirect sales gain or loss due to impact on complementary product categories while recognizing top categories that indirectly contribute to lost revenue (Sales Analytics).
* Skilled in handling issues related to MM-PP-FICO Module & MRP related Issues in SAP S4 Hana 1701.
* Skilful in conducting analysis to assess the financial results & profitability implications with prowess ability to analyse, gather, write, evaluate, and produce detailed MIS reports.

**LEADERSHIP BENCHMARKS**

**IN Glenmark**

* **Rounding Batch – Programme - ROW Market – [ In Excel]**
* **Leading Demand Sensing project implementation- PWC – Portal.**
* **Automation – Power queries for DOFC Checking & replenishment.**

**IN Jyothy Labs:**

* **LEAD CORE TEAM MEMBER** – SAP S4 HANA-1709 end to end implementation in JLL. Process Period -1st July 16 to 31st March 17- Implemented from 01st APRIL 2017.
* Vendor Management system-VMS portal (Negotiation portal for pricing) (floating quotations to vendor & approval of price in VMS portal – L1, L2 & L3 (final price gets uploads in SAP through FTP).
* Recommendation portal (workflow) for – Liquidation/Write Off SLOB material from system.
* Vendor Phase -3-Purchase Request portal for other than RM/PM, includes Assets, promotional items, services.
* Vendor Phase -2 – For consolidated order management – (SCM-VENDOR-PURCHASE-FACTORY) – Primary Packing Material planning.
* Vendor Creation Portal – workflow approval process from stakeholders – FTP Upload in SAP.
* RM/PM/PROMO Creation portal – Considering SAP Hana Criteria.
* Designing and Implementation of SOPs at factory.
* Pollution control Audit – Report -Consumption of PM against sales

**IN Capital Foods**:

* **Successfully done cost compliance** for the year 11-12 & **Cost Audit** for the year 12-13 & 13-14 By providing all **Para 3, 4 5, 6, 7 8,9,10 & 11** related information to COST Auditor which includes product group wise product cost sheet.
* **Worked on 2 Due Diligence assignments** for providing company's performance reports and analytics to Audit Team (E & Y) on successful investment from Investors in Capital Foods.
* **Conduct proactive analysis of schemes** & related sales, using material & overhead cost before releasing to GT & MT models.
* **Standard Costing- regular factory** inspection & development of new standard operating procedures to optimize abnormal cost/loss.

**EDUCATION**

**PGPDSBA-Data Science & Business Analytics |** Great Learning (Great Lakes Institute of Management) – McCombs School of Business University Texas | Feb 2021 Batch.

Link – Digital Certificate: [**https://olympus1.mygreatlearning.com/certificate/TWVEDKKQ**](https://olympus1.mygreatlearning.com/certificate/TWVEDKKQ)

[**https://olympus1.mygreatlearning.com/transcript/KZKCNIKS**](https://olympus1.mygreatlearning.com/transcript/KZKCNIKS)

[**https://la.utexas.edu/texasexeced/digitalVerification.html?key=HpZVc**](https://secure-web.cisco.com/1xUY0UoZRVGVWu7eBdhV0HWdaPwzgny618WY-rOm84WY4ksK7rKGsM-LbwNYhEU6NMm1N6uy38hBIbd-XSoKA7IpU0gWCsMt6EnxLZy8FHFe0yumXi4xROnnrWM2Tbag54tOiG2mTXf5QFIJmbePbrlB8w6fhXQdj7_PgG3opZxFE5FQzlJildsBueuhMydtOtGxzbu25fWcymmOswne9jXxEi_tRkVcn3VlL-74b7IKmZ7vAgINHR9mycR9qaCb331Kkoc7RfRHhjweJdpvqP2w9bhjfTFdOBgU3K6m9BvuIsMx1de5BDaNtuKf4DL5leSj5wfTdQsZEXWVHYH-CF9Z0ax148JxzFnSQ0QzkNtka5Opn8IpIK13N13yLnyIAvx8S4ITTbbGdM07EL15BtA/https%3A%2F%2Fla.utexas.edu%2Ftexasexeced%2FdigitalVerification.html%3Fkey%3DHpZVc)

**PGDBA in Finance Management |** Welingkar Institute, Mumbai | 2009-2011

**Diploma in Finance Management** | Welingkar Institute, Mumbai | 2006-2007

**Bachelor of Commerce** | Mumbai University | 2004

**Certifications/Trainings**:

* Certificate Course in Information Technology
* MS CIT from Govt course from Computer INC. Secured: 65%
* SAP S4 HANA End to End implementation of Material Management Module, Knowledge of SD & PP Module

**Technical Purview:**

* **Application & Tools:- Office 365 [ Excel- Power Query/Power BI] , SAP S4 Hana version 2022 – MM-PP-FICO-QUA, Tableau Desktop, KNIME Analytics Platform, MYSQL, Python (Jupyter Notebook),Xmind.**

**EMPLOYMENT REVIEW**

**Manager -Global Demand Planning & Analytics.**

**GLENMARK PHARMACEUTICALS LTD – Mumbai | Dec 2023 – Till Date.**

**Key Deliverables of the Role: -**

**• Demand Planning & Analytics: -**

* + Own the global demand planning process and the related process documentation, including the global demand planning Consolidation – of Region like – [US, EUROPE, ROW] – Develop & Emerging Market.
  + Gather the actuals, analyse the performance of the process, identify issues or errors. Perform root-cause analysis together with the regional counterparts.
  + Maintain demand planning dashboards in Tableau/Excel. Publish monthly KPI’s.
  + Support the regional planning teams with the execution of demand review sessions.
  + Assure completeness of monthly demand submission. Mitigate issues and resolve data gaps related to R-Gen-Commit & Actuals.
  + Execute monthly handover of the demand dataset to the supply planning team.
  + Continuously assess system’s performance and coordinate mitigations.
  + Analysis of Forecast Accuracy & Forecast sufficiency Region wise.
  + Support Region Demand Planner for further analysis of primary /secondary Forecast /Sales/Business Inventory analysis.
* **Yealy Budget/AOP Closing / LRP Closing: -** 
  + Consolidation of Volume from Region & Closing the same as per Calendar year for US\_EUROPE & ROW Regions.
  + Long Run Planning In the Month of Oct/Nov for Next 5 Years Numbers & Analysis.
* **Analysis OF Logistic Process: -**
  + Bird view On Actual/Budget/Forecast on Freight of Air & Sea.
  + Help to team for Ease the process of Dashboard of Freight.
  + 1 On 1 Presentation with Stakeholders, Covering Sales, Customer Service, Inventory, Freight, Air/Sea Ratio, Forecast Accuracy Numbers Region wise for further Improvement.
  + Decision of Air/Sea basis DOBC/DOFC – for US /EU/ROW Market MTS – MTO.

**• Supply Planning & Analytics: -**

* Pending Batch – Report analytics & follow up with R & D for release of Batches on timely basis to avoid sales Loss.
* Budget Vs Actual, Budget Vs Commit, Budget Vs R – Analysis.

**Manager- Analyst Media & Advertising.**

**Jyothy Labs Limited – Mumbai | April 2023 – Nov 2023**

**Growth Path:**

**Apr 2023 – Nov 2023: Analyst- Media & Advertising.**

**Oct 2022 – Mar 2023: Business Analyst-Finance.**

**Apr 2019 – Sep 2022: Manager | Inventory Control| Supply Planning |MRP controller.**

**Nov 2015 – Mar 2018: Assistant Manager | Inventory Control.**

**Key Deliverables of the Role: -**

**• IN SAP – Media Module – Enhancement/Integration**

* + Internal Order Process.
  + Purchase Order Process with multiple validations & customisation as per Media process.
  + Service Entry basis on Media event & Validation.
  + MIRO process
  + Extracting multiple Reports through Query from SAP for meaningful insights & reference/ Base for decision making.
  + Setting of Multiple workflows in Mind map- for Auditors for As is process & to be process.
* **Audience Sizing: -**
  + Analysis – Insight from Total Census/ state/Male/Female/NCCS/BARC data.
  + Assigning Neilson numbers as per Brand/Category wise for competitive analysis.
  + Review of Competitors data /Analysis for further decisions on Media Advertising – TV/OOH/Digital.
  + Setting source helps Brands team to release fund/spend for individual brands basis Audience sizing through Engagement/ Promotion/TVC/OOH/E commerce Ads.

**Business Analyst-Finance**

**Jyothy Labs Limited – Mumbai | Oct 2022 – Mar 2023**

**Key Deliverables of the Role: -**

**•** Preparations of Brand Financials (PF and Actuals), Computations of Variance with reasons.

• Scenario Building for MRP/BTL/SKU Changes /Any other Inputs required to support Brand team.

• Understanding of P & L in terms of MRP, Discount, Factory cost, Freight, etc.

• Understanding the entire back-end Value chain.

• Support to BF team for Various Projects.

• Analysing the internal Sales reports and deriving Insights and assisting the business unit head to arrive at important & critical decisions.

• SKU wise Profitability Analysis – Dynamic Visualization Dashboards – Tableau – Knime Analytics

• Trial Balance Analysis- Direct Expenses – Indirect Expenses.

**Common Activities:-**

**•** Extracting data of SAP -Data set from – SQL-Power BI.

• Automation of Reports through Knime Analytics.

• Data Insight – Data explore – Data diagnostic with the help of Python – Jupyter Notebook.

• Cross Functional Issues Related to MRP- Material Resource Planning & Issue related to MM -PP & FICO Models.

**Projects :-**

* **Successfully Implemented SAP- Concur [Feb -2023] – OCR – Optical character recognition** Non-PO Based Invoice Booking Integration approval workflow.
* **ZIBD- Inbound Delivery** – Auto freight load enhancements in SAP for freight loading on finished goods purchased from 3P units.
* **JFSL- JLL Merger activities** [ System Master update, initial stock update/matching].

**Manager – Inventory Control**

**Jyothy Labs Limited – Mumbai** | Nov 2015 – Till Date

**Responsibilities:**

**INVENTORY CONTROL SAP-MRP COTROL/FUNCTIONAL CONSULTANT-SAP (MM-PP):**

* Facilitate the implementation and support of SAP MM including Closing stock ageing analysis- Dead, Slob (actions to taken review) with SCM, PPV Analysis, Auto Stock divert report development – RM & PM, Purchase order tracking report and more-SAP
* Perform detailed analysis of complex business process requirements and provide appropriate system solutions; identify, interpret, validate and document customer requirements
* Map client business requirements, processes and objectives; develop necessary product modifications to satisfy clients' needs
* Design, customize, configure and test MM through; ABC Classification & analysis of material vendor evaluation & rating, monthly stock analysis-Requirement-Stock-PO & PR monitoring Purchase price index analysis as per final product category
* Identify gaps, issues and work around solutions, liaise with client for troubleshooting: investigate, analyse, and solve software problems
* Handle changes or emergency transports as needed for high priority issues with MRP controller & analysis of all MRP elements for smooth MRP function as well as MRP running for Plant- Item Level
* Proactively identify and propose business process and system enhancements involving handling Basis- SE12, SE38, SM36, SOST, and MATDOC & All related tables with LSMW, SAP Tables data uploading downloading in Mass
* Provide consulting services on both new implementations and existing support projects in coordination between the business functions and the technical team
* Budget simulation in SAP to find out projected cost of material, Best week to assign production plan based on material availability
* Vendor Evolution -based on price, service &quality ,Order tracking report based on delivery schedule for factory to follow up proactively before 7 days of actual delivery date.
* Impact analysis of production plan , Gross margin analysis of FG based on price change on direct material cost.
* Purchase price index analysis as per SKU-product category at company level.
* Provide ad-hoc training and user support as required, analyse and design the to-be business processes
* Interact with the business process team, client team to assess current capabilities and identify high-level customer requirements
* Serve as functional experts of the module and processes in scope for MM PP & even FICO Module.
* Identify and define detailed product requirements, use cases while setting up and maintaining Requirements and Traceability deliverable
* Work with the Procurement Manager-RM-PM, factory, and other team members to define metrics and performance goals for the new process.

**AUDIT -INTERNAL/STATUTORY:**

* Participate in transitioning the requirements and use cases to the designers, developers, and ensuring a clear and complete understanding of the requirement of Audit.
* Resolve audit queries raised by Internal, Statutory & SAP audit & document functional designs, test cases and results
* IFC control audit -SAP process – Transaction Walkthrough, Validation’s audit support to external & internal Audit Team
* Ensure 100% query resolution raised by Audit team
* SAP Control Audit – On T-Code access for User

**ANALYTICS – MACHINE LEARNING TOOLS in JYOTHY LABS:**

* Market Basket analysis – Export Sale ( With the help of Knime Analytics – Association Rule)
* Total Budgeted Sales fiscal year 22-23 – Channel -region-category – month wise (Sensitivity Report)- Direct cost allocation till ASM Level.
* Direct Cost Vs Scheme analysis – (KNIME & TABLEAU)
* Visualization & Insight from data related to high cost producing Unit / Suggesting cost optimisation.
* Pattern recognition of sale trend, Correlation of Sales Vs Cost Vs GM as per channel -Region -category wise.
* Recency -Frequency & monetary analysis – RFM – for Customer & Vendor.
* Cost Optimisation – Ya Sai Simulation for Logistic cost – Data distribution -Threshold accuracy on the budgeted rates for RM & PM.
* Project – Correlation between specific Category product sale VS Weather change for specific Region

**Senior Executive Accounts & MIS, Mumbai |**

**Capital Foods Ltd – (Manufacturing of Brands like CHINGS, SMITH & JONES)** |

Nov 2011 – Sep 2015

**FINANCE & ACCOUNTS-MIS:**

* Monitoring preparation of Daily Sales Flash Report-Channel wise growth.
* Sales Growth analysis- channel, brand-Category level, Conduct Profit Analysis by SKU, Brand, new SKU, and by Branch & Cost Centre.
* Item wise gross margin report on Monthly & yearly basis (Domestic +Export Sales).
* Item wise COGS Matching (RM & PM Consumption) with Profit & Loss Accounts.
* Credit Notes & Selling & distribution expenses analysis (Freight- promo & demo-Advertising expenses)
* Purchase price variance analysis-RM-PM Trading Items. Budget V/s Actual.
* Stock valuation for financial closing as per accounting standard -2 on monthly basis.
* Price structure/scheme approval in ERP for sale of particular product in the respective cities & states.
* Report of Discount/schemes on sale review to understand the discount pattern product-super stockiest wise on monthly basis.
* CARE Rating reports related sales. Preparation of Quantitative details for TAX Audit on yearly basis.

**COST AUDIT & FACTORY RELATED MIS:**

* Successfully done cost compliance for the year 11-12 &Cost Audit for the year 12-13 & 13-14 By providing all Para 3, 4 5, 6, 7 8,9,10 & 11 related information to COST Auditor which includes product group wise product cost sheet.
* Preparation of new Product Cost sheet – and updating the same on Monthly basis.
* Stock ageing report of RM & PM factory wise
* Technical Efficiency Report- Quantity & Price variance Own & 3P Units.
* Recovery Report. Creating operation related standard SOP documents.

**THIRD PARTY RELATED TRANSACTION (PRODUCTION):**

* Making of cost sheet of products given to third party for produce the same.
* Reconciliation of Finished goods billing done by third party on 2P basis.
* Technical Efficiency report of raw material & packing material.
* Price variance report –Standard cost sheet given to third party V/s Actual rate of RM & PM while billing finished goods to the company.
* Preparation of Stock ageing of raw material & packing material analysis lying in third party’s factory

**Senior Executive –Billing**| European Projects & Aviation Limited (Alias: - EPAL)., Ballard Estate (Global Group Enterprises), Mumbai| Jun 2008 – **MM** 2011

**Senior Commercial Officer**| Brain Reserve Marketing Services Pvt. Ltd., Alias Candid Marketing Services –IMSG Group (Promotion & Event Management Company), Mumbai| Sep 2004 – Jun 2008

**Account Assistant |** Autonic Energy System Pvt. Ltd., Mumbai| Apr 2004 – Jul 2004

**PERSONAL DETAILS**

Date of Birth: 18th August 1983

Marital Status: Married

Nationality: Indian

Languages Known: English, Hindi, Sanskrit and Marathi

References: Available Upon Request