

RESUME

Name : Manas Ranjan Patnaik
Contact Mobile No : 9871381676
Mail Id : manas10001155@gmail.com

SUMMARY

Experience of over 25+ years across diverse functions with organizational skills in Materials Management, Procurement, Logistics & Transportation, Warehouse Management, Production Planning & Control, OEM-Marketing, Sales, OES & After Market Sales, Team Management with the ability to prioritize and execute multiple projects simultaneously and work in fast pace environment.

Professional Experience:

- ✍ Nov 2022 to present date continuing in GCS Protech Engineering Pvt Ltd Delhi as Head – Operations (SCM, Purchase, Sales).
- ✍ April 2022 to till Oct 2022 with Gulati Auto Electricals Pvt Ltd Delhi as Head: Supply Chain (OEM & After Market).
- ✍ July 2020 to till Feb 2022 with Swastik Engineering (Business Associate of Tata Power Central Odisha Distributions Limited/TPWODL/TPNODL) as Head: Materials, Safety, Warehouse, Logistics & HR.
- ✍ Nov'2017 to June 2020 with Turbo Energy Private Ltd. (A TVS Group Company) as **Regional Manager-Marketing (North)** and was responsible for OEM Marketing, Sales, Assembly plant materials management, purchase, Logistics and warehouse activities, After market Distributors, Dealers Sales and Authorized Service Centers sales and service.
- ✍ Jan'1996 to Oct'2017 with Brakes India Private Ltd. (A TVS Group Company) as Deputy Manager-Marketing and handled various responsibilities in OEM Marketing, Assembly plant, Materials Management, Production Planning, scheduling, Purchase, Logistics, After Market sales and Warehouse activities.
 - (a)Manufacturer of Brake equipment's for both automotive and non-automotive applications, supplier of foundations brakes, hydraulic brakes, clutch actuations systems, and brake fluids to all OEM and After Market Distributors, Dealers.
 - (b)QS 9000 & TS16949 (IATF) Certified.

Job responsibilities:

- Manage end to end business at the Key accounts with regards to sales. Effectively participate in organizational growth by adding new partners through branch teams
- Developing and implementing key strategies for the purchase of materials from sources; achieving cost reduction in procurement and packaging; **receiving indent, floating inquiry, quotation, controlling negotiation, taking approval and placing order**
- Schedule planning, supply planning and inventory control
- Interacting with Coordinating with cross-functional departments for ascertaining procurement plans of raw materials; ensuring that the raw material reaches the factory at the stipulated time period.
- Plan and ensure achievement of sales objective (volume/value, product, new/focus product) with customer centric approach

- Weekly review with sales, planning, logistics and finance team to ensure service levels are achieved
- Regular meeting with key business / channel partners
- Coordinate and interacts with OE customers for schedule requirements and ensure that customer expectations on Quality, Delivery, Price and services are met.
- Manages After Market Sales strategies, Targets, and operational steering and Dealer network through the team members.
- Material Planning/Inventory Management: Responsible for managing Material Planning, Scheduling, Procurement, Inventory Control, Logistics, and Warehousing functions in the plant. Utilizes ERP-SAP based on customer schedule and Sales forecasting for AFM to maintain control and accuracy of Inventories, Supplier evaluation, Supplier performance review, Freight optimization, Lean manufacturing.
- Manage Demand Planning, Daily dispatches (JIT supply) as per customer schedule adherence 100%, review and monitoring Customer Plan Vs Actual, Customer Score card, Premium Freight, Customer return, OTIF.
- Review of materials Safety Stock norms and maintain minimum order, reorder, movement and analysis of FSN parts.
- Logistics: Coordination of logistic operations, transportation for ensuring timely clearances and cost-effective transport solutions. Negotiations with transporters, shippers, etc.
- Monitor's payment collection and ensures outstanding Payment is within the set target.
- Review of customer debit notes and provides inputs to sales accounting for timely reconciliation
- Coordinates with Customer for Purchase Order, Price settlement, new product development.
- Safety Management within the organization and implementation of company's QHSE Strategy of Fire & Safety requirements with fire license certificate in assembly plant, warehouse with fire smoke detector, water hydrant, fire alarm, shoulder megaphone with proper entry and exit evacuation plan, organizing health & safety training for managers and employees.
- Ensure the relevance and accuracy of all documentation relating to goods in and goods out including labeling of all stock items
- Identify any systems improvements and drive through recommendations for change
- Ensure efficient and effective use of warehouse space to include layout and future capacity requirements.
- Ensure that office, warehouse, assembly plant follow safety, health regulations
- Maintain close working relationship with Distributor's, Dealers sales and Authorized service centers sales and service.

Export & Import:

- Experience in managing Imports/Exports Customs clearance, and working knowledge of Import/Export regulations and documentation requirements.
- Manage import and export documentation, including customs declarations, Invoice , Packing list, Shipping Bills, Bill of lading, and other shipping documents.

- Plan, negotiate and coordinate with all business partners such as carriers, freight forwarders, logistics providers, shipping & customs team, transport subcontractors and warehouse team to ensure smooth import and export operation.

Budgeting:

- Provides input to corporate marketing on sales growth and other relevant areas to help prepare budget for the region.

Team Management

- Manages team of direct reports and is responsible for employee selection, development, mentoring, and performance management

Cost management:

- Monitors expenses related to freight and ensures effective utilization of resources.

Management reporting:

- SPRM reports related to the OEM, AFM sales performance in terms of Vehicle Production, Sales (MOM, YOY), payment collection, overdue, competitor information etc.

Familiar with Kanban, Kaizen, Poka Yoke ,5'S & JIT system.

IT Skills:

ERP-SAP -MM & SD (In Depth knowledge and experience in Materials Management and Sales Distribution). Also experience in Windows, Ingress under UNIX, FoxPro, MS Office (Excel, Word, PowerPoint etc.)

ACADEMIC CREDENTIALS

2006	MBA(Marketing)- Sikkim Manipal University
1991	Post-Graduation Diploma in Computer Applications-from Birla Institute of Technology, Mesra, Ranchi
1990	Post Graduation in Statistics-Sambalpur university
1987	BSc - Govt College, Rourkela

TRAINING UNDERTAKEN

↳	Supply chain Management
↳	ERP (SAP- MM &SD)
↳	Selling skills
↳	Leadership Skills
↳	Communication Skills
↳	Time Management
↳	Leading from Middle (Management Development Program training)
↳	ISO,QS- 9000/TS 16949 IATF –Basic training for maintaining systems & documents
↳	GEM –MDP Training

Personal Details:

Date of Birth	: 1 st September 1968
Present Address	: Dwarka, New Delhi
Expected Salary	: As per Company Standard

Place: New Delhi

Name: Manas Ranjan Patnaik