

10 YEARS EXPERIENCE IN SUPPLY CHAIN PLANNING,
REPLENISHMENT, E COMMERCE, SCM NEW PROJECTS &
INITIATIVES



CAREER OBJECTIVE

Successfully perform in supply chain management where I can use my varied technical and problem-solving skills to help my organisation. Also increase my knowledge from new challenges which will help me to upgrade my skills.



EXPERIENCE

Senior Manager Inventory Planning – FMCG, General Merchandise, Staples & E Commerce – Spencer's Retail Limited (March 2016 – Till Date)

- Responsible for 90% on shelf availability of 12000 unique SKUs of FMCG, 6000 unique SKUs of Staples & 10000 unique SKUs of General Merchandise at 150 stores contributes 150 Cr sales per month.
- Co-ordination with 300+ vendors Pan India in 9 Different region of the country. Monthly advanced forecast sharing with top contributing Vendors considering Production & delivery lead time.
- Maintaining Auto replenishment parameters in SAP maintain 90 days on hand target stock for GM & 32 days of stock for staples, 38 days for FMCG.
- Strategies distribution profile of SKUs at warehouse based on parameters like historical OTIF, Demand variance, supply variance, physical attributes of Product.
- For General Merchandise demand forecast of NPI SKUs based on the product category, product price point and historical sales.
- Monthly ware house inbound capacity calculation based on Closing stock, sales forecast and historical OTIF from vendors.
- Monthly Open to Buy calculation and control inventory based on calculated OTB value.
- Co-ordination with E Commerce team of Spencer's regarding online promotions every month and also E Commerce availability of 54 E Commerce hub Pan India.
- Quarterly classification of assortment in Star, A,B,C classes based on Sales value & volume, sell through & bill penetration.
- Vendor Supply planning through frequency rationalisation analysing, sales and vendor MOV/MOQ.

Manager Replenishment East – FMCG & Staples – Spencer's Retail Limited (September 2013 – February 2016)

- Coordination with 120+ vendors of Eastern India for delivering 75% Fill Rate.
- Responsible for 65 Cr sales of FMCG & Staples by maintaining 90% in stock level at stores and 95% Overall availability.

Assistant Manager Operations– FMCG & Liquor- South City Hyper Store – Spencer's Retail Limited (June 2011 – August 2013)

- Responsible for 5Cr sale per month & customer service at store level
- Managed a team of 30 Customer service associate to ensure customer experience.



SKILLS

- Inventory Planning
- Demand & Supply Planning
- Vendor Management
- Continuous Innovation
- Microsoft Excel & Power Point
- New Project Management
- Cross Functional Co Ordination
- Stakeholder Management



AWARDS

- Core Value Award winner for Execution Excellence among all RP-SG Group Companies
- Best Floor manager Award in the region East and Rest of East as a Floor manager of South City Hyper
- Two times Star of the Month From Supply Chain Management
- Silver medal in the PGPM Course of United World School of Business.



PROJECTS

Buying Consolidation of Private Label & General Merchandising

Consolidated buying of Entire South region stock at Hyderabad, North at Gurgaon and East at Kolkata for GM & FMCG Pvt Label, use these DCs as hub and Other DCs like Coastal AP, Chennai, Kerala, East UP, and Dhanbad as spoke DC. Resulting in 5 Cr monthly inward reduction

Never out Of Stock (NOOS) set of Merchandising On Shelf Availability Increase to 96%

The top Sell through SKUs of each region converted to Put Away mode from Flow through mode to ensure better on shelf availability to increase sales and increased CSL, resulting 96% on Shelf availability and 4% additional contribution to sale with 5 Days lesser inventory at store level.

Average Daily Sales (ADS) Calculation dynamism

Rationalisation of ADS through denominator optimisation by removing No Stock No Sales counters and also introduce recency index in ADS to get better idea of Current sales trend. Resulting increased availability of 3% for high Sell through SKUs.

Out of SAP requirement Calculating Simulator

A requirement calculating simulator based on demand plan and supply plan executed outside SAP for more efficient and dynamic requirement calculation algorithm. Further plan is to run the same on R Studio



EDUCATION

- 2011: PGPM (Major: Marketing; Minor: Information Systems) from United world School of Business, Kolkata with 8.11/9 CGPA
- 2008: M.Sc. (Microbiology) from Acharya Prafulla Chandra College, Calcutta University with 61.1%
- 2006: B.Sc. (Microbiology) from Bidhannagar College, Kolkata, Govt. Of West Bengal, Calcutta University with 63.125%
- 2003: 12th from Belgharia High School, Kolkata (W.B.C.H.S.E) with 73.7%
- 2001: 10th from Belgharia High School, Kolkata (W.B.B.S.E) with 77.5%



ACADEMIC ACHIVEMENTS

- Successfully ranked 2nd in the PGPM Course in United world School of Business, Kolkata.
- Bagged a scholarship from college to participate in an International Business Camp titled Challenges & Opportunities in Open Economy Business Paradigm held in Singapore.
- Holds the credit of completing SIP in Adani Wilmar Ltd. in Market Research regarding Consumption Pattern of Edible Oil in the City of Kolkata.
- Completed project in National Institute for Cholera & Enteric Diseases (NICED) on Purification & Characterization CS6 protein of Enter toxigenic Escherichia Coli.



EXTRA CURRICULUM

- Acted as Assistant Secretary of AIMZ Charitable Society.
- Attended 3 years of formal training in Rabindra Sangeet & Bhav Sangeet from Prachin kalakendra, Chandigarh.
- Participated in National Business Olympiad 2010.



LANGUAGES

- English
- Hindi
- Bengali