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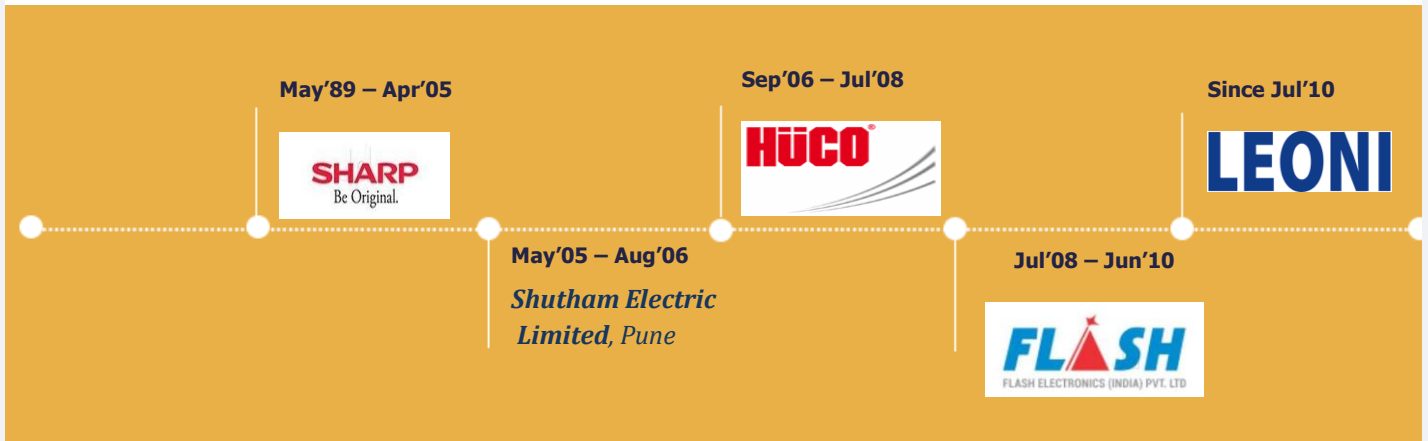
## SHIVAJI KESHAV PATIL

**Supply Chain & Logistics | Sourcing & Commercial Operations |  
Global & Domestic Procurement | Inventory & Warehousing**

Strategic level professional with expertise in **driving the bottom-line** of the company associated; targeting senior level assignments in **Supply Chain Management, Procurement (Global & Domestic), Client Relationship Management, Import/Export, Project Management – Commercial**, and so



### Career Timeline



### Key Impact Areas

Sourcing Strategies

Logistics & Warehouse Operations

Vendor Management

Budgeting & Procurement

Cost Saving & Negotiation

Risk Management

CAPEX & OPEX

Material & Inventory Management

Strategic Financial Management



### Executive Profile

- ❖ **Strategic Supply Chain professional** with experience of **over 3 decades** in **Procurement (Global & Domestic), Import/Export, Logistics Management, Production Planning & Control, Stores / Inventory Management, Dispatch Department, Vendor Development & Project Management**
- ❖ Drove **logistics planning process** for the region by developing and driving outsourcing strategies, focusing on identification, evaluation, selection, negotiation, and management of world-class 3PL providers on regional basis
- ❖ Managed the overall commercial operations and enhanced the operational efficiency by eliminating obsolescence and achieving cost reduction through **vendor development, curbing rework & rejection, materials management and inventory control**
- ❖ Worked in the areas of **Budget development & tracking, Total Cost Approach, Reporting, Communications** as well as leading various corporate-wide and operations-specific initiatives as required
- ❖ Successfully **reduced freight expenses** year-over-year by managing Pre-shipment pickup & transit time management and creating processes that enabled business units to solicit quotes from multiple contracted partners for expedited shipments
- ❖ Fully reshaped supply chain strategy, established **complete stores set-up at factory, Import & Export activity** and **Supply Chain Management for India Plant** from scratch resulting in an improvement of the service provided to customers in a very strong growth environment while drastically reducing costs and inventory
- ❖ Leading **over 150 suppliers & 2000+ components** and managing **MRP (Raw Material Planning), Production planning & control** as **Sr. Manager - Supply Chain & Logistics (PC&L)**
- ❖ Managed **over 140 Major Global Suppliers**, and determined future logistics organizational structure/support ensuring **Delivery-in-Full (DIF) and Delivery-on-Time (DOT)**
- ❖ Steered **capital expenditures (CAPEX)** and professional services entailing preparation of strategies, risk assessments, governance guidelines and policies, tendering, contract preparation, procurement management and planning, benefit savings, bid evaluations, supplier negotiations and vendor selection and approvals



## Professional Experience

**Since Jul'10: LEONI Wiring Systems (Pune) Pvt. Ltd. as Sr. Manager - Supply Chain & Logistics (PC&L)**

**Jul'08 – Jun'10: Flash Electronics India Pvt. Ltd., Chakan, Pune as Dy. Manager –Corporate Materials**

**Sep'06 – Jul'08: HUECO Electronic India Pvt. Ltd., Kondhwa, Pune as Asst. Manager – Purchase & Development**

### Key Result Areas:

- ❖ Leading a team of over 16 members; developing and managing the global procurement strategy & solutions for rubber, plastic components & procurement of all relevant material
- ❖ Receiving & reviewing technical specifications & bill of quantity; checking and discussing with project managers / Operations team/ production engineers to determine / search suitable manufacturers / suppliers
- ❖ Leading the localization of components like Cables, Connectors, Cot tubes, terminals, covers, grommets and so on
- ❖ Developing alternate vendor base to achieve cost reduction, increase revenues, streamline process workflow and enhance productivity innovatively for in-house and vendor's parts
- ❖ Participating in product packaging, Logistics concepts. Logistics cost calculations for new projects
- ❖ Identifying & managing risk within Supply Chain. Address supply Chain issues
- ❖ Getting experience in EXIM, SAP B1 for complete Supply Chain Management solutions
- ❖ Importing Raw material from various countries and Export of FG to UK; coordinating with foreign suppliers as well as HO in UK & Germany
- ❖ Conducting best practices & trained sessions for internal stakeholders & customers on various stages of sourcing & procurement cycles
- ❖ Managing new material approval, final cost settlement, cost of the OEM by finding out the alternative based on design and finding the supplier for the same to reduce the overall cost. with supplier in lieu of agreed savings at the time of commercial agreement
- ❖ Ensuring the Identification of material, proper storage of RM, Monitoring of RM Shelf life, Control on FIFO & Kanban for material issue and Inventory control
- ❖ Driving the procurement function of global businesses; providing senior level support to the Category & Operation Team in global strategy implementation, sourcing, negotiation, discussion and recommendations
- ❖ Coordinating with operations, marketing and sourcing team for triggering buying decisions and providing natural prevarication
- ❖ Integrating logistics with customer sales, order management, accounting & shipping departments; analyzed financial impact of changes such as routing, shipping modes, product volumes, mixes and carriers
- ❖ Designing strategies for route plans; direct-to-trade delivery and OEM-to-Trade; reduced transportation loss and detentions
- ❖ Driving Continuous Process Improvement (CPI) process by managing and directing supply chain scorecard for the region; monitoring regions performance by highlighting progress and areas to improve
- ❖ Creating a lean, high performing Supply Chain Model and managing supply chain movement of inbound raw material from various import & domestic sources; ensuring an effective utilization of plant facilities

### Highlights:

- ❖ Developed and **executed a sourcing strategy** while sourcing Key Raw Materials & High Value contracts to meet the company's business growth and sourcing requirements which significantly brought down sourcing costs
- ❖ Spearheaded new initiatives to reduce logistic cost, avoidance of price risk, optimization of inventory by applying TOC (theory of constraints) concepts and supplier managed inventory at our plants.
- ❖ Secured saving in Inbound Freight, customs, duty recovery for export of goods by introducing ARE1, GSP certifications for consignments

### Global Exposure:

- ❖ Visited
  - 3 times to UK for Training & Official work purpose at New Castle - UK. (Year 2010 & 2011)
  - Shanghai, China for LEONI global SCM Seminar (Year 2015)
  - Nis, Serbia for LEONI global SCM Seminar (Year 2017)



## Previous Experience

**May'05 – Aug'06: Shutham Electric Limited, Sanaswadi, Pune as Sr. Engineer - Product Development, Product Introduction Management**

**May'89 – Apr'05: SHARP India Limited, Koregaon Bhima, Pune as Jr. Engineer (Industrial Design & Development Dept.)**

Led Product Design, Product Drawings and development for Plastic parts such as Front Cabinets, Back Covers, Buttons, press parts and other Mechanical components for CTV / Audio. Designed 2D – Product Drawings for plastic parts, sheet metal parts, Heat Sinks, chassis frames, speaker baffles, brackets, PCB Layouts, special hardware components etc. using, AutoCAD 2000 & AutoCAD 2004



## Education & Credentials

- ❖ MMS (Master of Management Science)– Materials Management
- ❖ DBM (Diploma in Business Management)
- ❖ DME (Diploma in Mechanical Engineering)

## IT Skills

- ❖ ERP software: SAP R3, SAP BUSINESS ONE, MRP
- ❖ Engineering Software's: AutoCAD 2000, AutoCAD 2004, PRO-Engineer (Basic)
- ❖ Software's: Microsoft Word, Microsoft Excel, MS Power Point (MS Office)
- ❖ Operating Systems: DOS / Windows, Win 95, Win98, WinNT, LAN, Windows XP



## Personal Details

**Date of Birth:** June 1st, 1968  
**Address:** Pune - 411 051  
**Languages Known:** English, Hindi, Marathi