

SURYA KIRAN RAVOORI



Decisive, strategic and performance-driven professional targeting senior assignments in **Supply Chain Management** with an organization of high repute



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Key Skills

Strategic Planning & Vision

Supply Chain Operations
Management/ Project Management

Logistics & Warehouse Management

Procurement (Vendor & Contract
Management, Negotiation)

Client / Supplier Relationship
Management

Continuous Process Improvement/
Lean Methodology

Quality/New System Implementation

Cost Optimization/ Savings

Team Building & Leadership

Greenfield Project Experience



Profile Summary

- **Senior Supply Chain Professional** offering **over 16 years** of experience in managing end-to-end supply chain systems and continuous improvement programs
- Expertise in developing & **implementing supply chain management solutions** that drive improvement in top-line & bottom-line performance and overall business results
- **Change Management:** Designing and communicating actionable plans, implementing complex projects and delivering measurable results while establishing innovative strategic sourcing
- Directed & **maintained an efficient warehouse operation**; interfaced with cross-functional departments for ensuring smooth operations
- **Delivered large projects on time**, accumulated substantial savings in capital & operational expenditure and improved gross margin & revenue; ensured the successful execution of projects in areas entailing Logistics, Supplier Performance Improvement, Inventory Optimization, Continuous Improvement, **Business Intelligence**-Supply Chain Analytical Systems, Logistics Facility Development & so on
- **Established supply chain processes & SOPs**, streamlined workflow, developed work environment to optimize resource & capacity utilization and augmented productivity & operational efficiencies
- **High level of success in Supplier engagement:** Instituting new systems by analyzing current scenarios and taking collaborative measures to enhance vendors' efficiency without compromising on quality/ cost & resolving critical issues timely
- **Team-based management style;** determining company's mission & strategic direction; conducted best practices & training sessions on various stages for operational excellence



Soft Skills



Communicator



Collaborator



Thinker



Innovator



Intuitive



Career Timeline (Recent 3)



Apr'08 – Jul'11



Aug'11 – Jul'13

Since Jul'13



Education

- **2010: Diploma in Business Management** from ICFAI, Hyderabad
- **2004: B.Tech. in (Mechanical Engineering)** from Bapatla Engineering College, Andhra Pradesh



Personal Details

Date of Birth: 18th July 1983

Languages Known: English, Hindi, Telugu & Tamil

Address: Room No. 35, Villa 91, Al Shaleela, Abu Dhabi, United Arab Emirates



Work Experience

Since Jul'13 with Morgan Advanced Materials, United Arab Emirates

Growth Path:

Jul'13 – May'17 as Procurement Officer

Since May'17 as Manager Supply Chain

Key Result Areas:

- 🔗 Spearheaded the overall Supply Chain Management from inception of Customer order and internal demand, through final product distribution, with overall responsibility of Procurement, Planning, Logistics, Inventory Management, Sales administration and customer service functions for 20M\$ annual business
- 🔗 Managing the key SCM KPI including On-time Delivery, Order fulfilment lead times, Inventory Turns & MAPE
- 🔗 Leading supply chain function including Procurement, Logistics, Inventory Management & Optimization, Lean Warehouse Operations, Distribution Management & Transportation
- 🔗 Delivering better results and profitability through strategic sourcing, lead time improvement projects, cost reductions & quality improvement projects in Procurement, Logistics, Sales administration and customer service functions.
- 🔗 Developing & communicating plans, timelines to internal stakeholders and vendors to meet their respective targets & timelines within budget
- 🔗 Facilitating improvements in warehouse operations, distribution planning and procurement by introducing operating models, organization redesign, lean concepts, procurement techniques, technology and processes
- 🔗 Negotiating with the suppliers to clarify contract, delivery, terms of payment and other issues to optimize cost and delivery time and conditions
- 🔗 Supporting cross-functional teams / departments including Finance/ Sales / H&S/ Audit/ Projects/ Marketing for effective compliance management and resources utilization
- 🔗 Monitoring the implementation of system for ensuring availability of stock/ out of stock situations and made appropriate arrangements to ensure on-time deliveries
- 🔗 Implementing vendor partnership programs that provide competitive advantage while ensuring premium quality supply and a reduction of total cost of ownership
- 🔗 Guiding, training and mentoring team for imparting knowledge about organizational requirements and helping them in improving their performance

Highlights:

- 🔗 Extra miler award winner for the year 2017 – as a part employee award for MEAT.
- 🔗 Maintained close coordination with Customs and clearing agents for developing the material clearance procedures inward & outward from KIZAD freezone as it was a first free zone industrial company in the area.
- 🔗 Devised various strategies to implement lean initiatives resulting in annualized reduction of material purchases by managing Domestic vendor sourcing program; a savings of \$65K for 2019 and \$100K for 2020.
- 🔗 Led the team during the Annual Year End Physical Inventory clearing all external Audit requirements for accuracy and reporting by external auditors, while also publishing complete Physical Inventory guidelines
- 🔗 Led the Project supplies which included purchasing of Equipment, installation including commissioning and authority permits for a Green field Project at Khalifa Industrial Zone, Abu Dhabi, United Arab Emirates. Size of the project – 14.5M\$



Previous Experience

Aug'11 – Jul'13 with Sandvik Asia Pvt. Ltd., Patancheru, Hyderabad as Sourcing Unit Manager

Apr'08 – Jul'11 with Murugappa Morgan Thermal Ceramics Ltd., Chennai as Deputy Manager, Purchase

Oct'04 – Mar'08 with Wipro Infrastructure Engineering Ltd. Hindupur

Growth Path:

Jun '04 – Dec '06 as Production Coordinator

Jan '07 -- Mar '08 as Sr. Engineer - Production Engineering



Trainings Attended

- 🔗 Customer Service Managers Training
- 🔗 Demand Planning and Supply Planning
- 🔗 Strategic Sourcing and Supply Chain Management
- 🔗 Lean principles in manufacturing
- 🔗 Sales Effectiveness through PRO-PAYBACK selling concepts
- 🔗 DMAIC (Define, Measure, Analyse Improve and Control) a Methodology in Six Sigma