



Krishna Singh

SENIOR SUPPLY CHAIN MANAGEMENT PROFESSIONAL

Offering **nearly 13 years** of experience in formulating, developing and implementing SCM strategies to ensure attainment of revenue goals.

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Profile Summary

Strategic Production & Supply Chain Management Specialist with cross-functional experience in supply chain management, demand planning & forecasting in a fast paced, dynamic & **expanding MNC environment**

- Developed **short and long-term strategy** for key markets based on business model that incorporates supply chain initiatives
- Administered the supply chain function entailing **supply planning, logistic operations** (inbound, warehousing & outbound), customer service (order-to-invoice, customer relationship & service strategy), master data
- Proficient in **supervising & controlling the logistics processes & services** at vendors end & providing valuable suggestions for efficiency enhancement
- Experienced in **liaising with the custom department** and various other authorities for obtaining approvals & clearances for seamless export & import / cargo operations
- Drove the development and cultivation of **positive business relationships with the vendors**; directed pricing and performance reviews to identify service and revenue improvement opportunities and manage costs



Core Competencies

Supply Chain Management
Supply, Demand & Strategic Planning
Material & Inventory Management
Logistics / Warehousing
Production Scheduling
Vendor Management
Quality Improvement
Process Improvement & Migration
Leadership & Team Management



Notable Accomplishments Across the Career

- Fully reshaped demand planning strategy resulting in an improvement of the service provided to customers from **40% to 90%** in a very strong growth environment while drastically reducing costs by **20%** and inventory turnover by **90Days**
- Created **INR XX Lakhs** in cost savings through the initiation of continuous improvement metrics and processes
- Minimized the shortages by **30%** and increased the inventory turns by **20%** of the Customer by implementing a replenishment based model
- Reduced turnover costs by **20%** through effective employee selection and progressive training
- Won Huawei:
 - Future Star 2015 / 2017
 - Gold Award – 2016
 - Shining Star – 2015
 - Outstanding SCPM Award – 2015



Organizational Experience

Dec'08 – Oct'12 / Aug'14 till date: Huawei Telecommunications (India) Co. Pvt. Ltd., Gurgaon

Joined as **Senior Executive -Supply Chain** and currently working as **Dy. Manager - Supply Chain**



Soft Skills



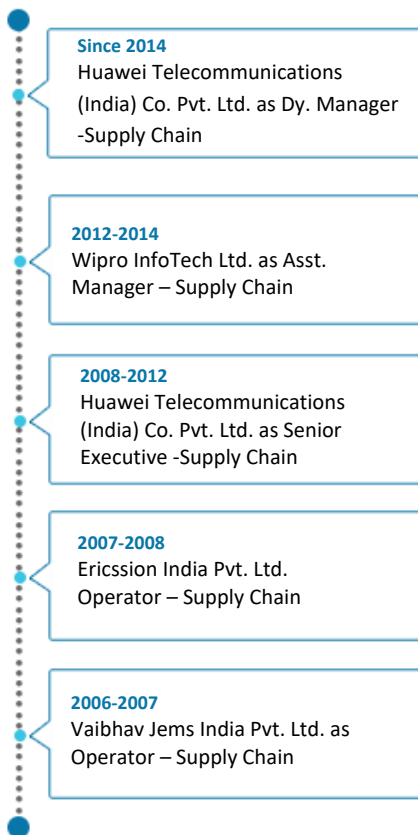
Key Result Areas:

- Looking after sourcing & procurement of capital goods; handling cost saving analysis, vendor development, feature comparisons, negotiation / commercials with vendors and maintaining vendor database
- Developing vendors into strategic partners; identifying and developing potential vendors/ suppliers for achieving cost effective purchases of materials and achieving reduction in prices and timely delivery
- Executing and evaluating projects from profitability view; taking the advantage of technical background, regularly suggesting methods to reduce breakdowns and increase efficiencies
- Conducting quarterly evaluation and categorization of suppliers and taking corrective / preventive actions

- Responsible for Material Requirement Planning (MRP) for complete plant complex, based on material requirement dates, reorder points and procurement lead times



Career Timeline



- Carrying out inventory / warehouse management of equipment; replenishing stock items by raising purchase indents/ delivery advices & scrutinizing purchase indents for equipment
- Maintaining the stock of material without any variance by conducting stock verification; monitoring hygiene; taking safety measures as per the quality standards
- Managing logistics functions, negotiating with transporters & C&F Agents for cost effective transport solutions & clearances
- Taking adequate measures to monitor and analyse the performance of transporters, processing & packaging units pertaining to cost, quality and delivery norms
- Selecting appropriate mode of transport among the range of road, sea, air, etc. for individual orders
- Visiting customers to build up customer specific supply chain solutions based on their needs
- Engaged in auditing Huawei Telecom PAN India warehouses' process and uncovering loopholes as well as auditing Internal Control and Spot Checking in circle W/H for ensuring the company regulations and processes are in place

Oct'12 – Aug'14

Wipro Ltd., Gurgaon as Senior Executive Operations & Customer Satisfaction

Key Result Areas:

- Created framework on logistics operations, service and delivery for various clients
- Acted as the SPOC of customer for Commercial Operations
- Framed objectives and reviewed appraisals for the team
- Led a team of 14+ and ensured achieving the targeted SLA & C-SAT; managed demand forecasting & reverse logistics, vendor management and contract for partner resources
- Monitored Wipro Ltd., Delhi-RO for Customer Services & Support, Customer Escalations, Vendor Coordination and Material Movement with 24X7 support
- Created various monthly and quarterly:
 - Reports/presentation such as monthly SLA report, audit report, vendor performance, and so on
 - Inventory reconciliation and conducted internal & external audits
- Liaised with Head Office Supply Chain Team for spare planning and availability for meeting the same and dealing customers
- Procured computer spare buying, price negotiation and payment processing
- Administered Distribution Centre Operations to ensure achievement of cost, productivity, accuracy or timeliness objectives



Previous Experience

Jun'07 – Dec'08

Ericson India Pvt. Ltd., Jaipur as Operator – Supply Chain

Jun'06 - Jun'07

Vaibhav Jems India Pvt. Ltd., Jaipur as Operator – Supply Chain

Trainings

- IT Automation Revolution Programme attended in Bangkok, Thailand: 2017
- PRP Solution in Shenzhen (China); 2017
- Shenzhen (China) for Smart Logistics Strategy; 2016

Academic Details

- MBA (Production & Operations) from Amity University, NOIDA in 2017
- Certification of Management (Operations) in 2011
- B.Sc. from University of Rajasthan, Jaipur in 2006

Personal Details

Date of Birth: 20th February 1987

Languages Known: English & Hindi

Current Address: H-49, Jharsha, Sector-39, Gurgaon – 122002