

# Resume of S.M Tugril Esteyak



DOB :28 October , 1978

"I am committed to my Supply Chain Profession and Value addition in Supply Chain is my Passion"

## KEY COMPETENCY.:

As a supply chain professional having total 14 Years Supply Chain experiences in MNC-GSK..  
Expertise in Pharmaceuticals & Textile Supply Chain .

## CAREER OBJECTIVE:

To lead an Organization and a Supply Chain Team by Utilizing Leadership , Technical , Problem Solving and Decision making Skills and Creating Value in all stage of SCM functions including Procurement Excellency .

## PROFILE

**Total fourteen (14) Years of professional experience in Supply Chain Management . Experienced with ERP, SAP and BPCS Software system**

An experienced Supply Chain professional who is committed to continuous improvement, capable of working under pressure, both as a project and people manager, whilst skilled in meeting and exceeding demanding targets.

More than ten (10) years' experience only in the GSK has taught me a great deal about resilience, adaption and transformation.

## PERSONAL AND PROFESSIONAL SKILL:

**Implemented SAP ( CERPS) and BPCS :**  
( Business planning and control system) – A SCM software,  
Experienced in ERP and SAP Software

### Social skills and competences:

Living and working with other people, in multicultural environments,

### Technical skills and competences :

Process understanding , Auditing ,  
Having good Mathematical ,  
Numerical & analytical skill,  
Good knowledge on  
Manufacturing process,  
Demand Planning, Production Plan

## SUMMARY: EDUCATION AND CURRENT POSITION

M. Sc (Organic -Applied) Chemistry, B. Sc (Hons) Chemistry, 1st Class, CU.  
MBA (Finance & Marketing)...  
PGD in Supply Chain Management (PGDSCM), BIMS.  
PGD Personnel Management (BIM),  
LL .B ( National University)

Current enrollment: CIPS- D4 (Diploma level-4 in Procurement and Supply. UK

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## PRESENT JOB RESPONSIBILITY

**Head of Supply Chain,**  
**(Asst. General Manager, Supply Chain)**  
**Supply Chain Department,**  
**R. M. Interlining Limited & Taiwan-**  
**Bangla Specialized Textile Ltd .**  
R.M Group, An export Oriented Textile  
Interlinings Manufacturing Company,  
Chittagong EPZ.



**From: 1<sup>st</sup> January 2019 to Present**

**Last Position at GlaxoSmithKline (GSK) :**  
**Manager ( Sr. Grade) :**  
**Supply Chain Planning Manager**



GSK Service Duration: July 2008 ---- Dec 2018

**EMPLOYMENT HISTORY: AT GLAXOMITHKLINE BANGLDESH LTD**  
**( Total Job experiences at GSK -10 years and 6 Months)**

**Supply Chain Planning (Scheduling) Manager: ( LG-15) 1<sup>st</sup> April 2017 till 31 Dec 18...**

### **Key roles—**

- Strategic focus on supply chain functions & Take ownership of Supply Chain --- KPI
- SCM Operations MPS ( Master production Scheduling ) & Material Requirement Planning ( MRP) to meet the Sales demand and Annual Target
- Demand fulfillment to meet sales target by maintaining OTIF ( On time in Full) delivery
- Supervising Supply Planning to meet Market demand to avoid Out of Stock ( OOS)
- Oversee all Supply Chain Operation including Procurement , logistics and Inventory Management
- Responsible for maintaining Safety Stock and Optimum Inventory Level with strategic focus
- Corporate engagement in SCM activities and SRM , S & OP conduct

**Procurement & Material Scheduling Manager, ( LG-16) – Raw & Packaging material :1<sup>st</sup> Apr 14 to 31<sup>st</sup> Mar 17.....Key roles –**

- Handling more than **350 Packaging materials ( 90% Local) & 151 Raw Material ( 95 % Foreign)** from various sources /foreign ( Direct and Indirect Materials)
- Preparation of Monthly and Quarterly Procurement Plan
- Managing import through Letter of Credit ( LC) , CAD
- Annual Material Requirements Plan (MRP) & Local procurement Plan
- Connecting / sourcing Vendors & collect quotation (RFQ) to meet the requirements.
- Preparation& Analyzing of Comparative Statement (CS) for procurement decision
- Evaluation of Vendor Performance Management & Vendor Deliver Performance ( VDP)
- Focus on Low Cost Sourcing (LCS) opportunities& Developing of new Vendors ( Vendor Development ) & Supplier Relationship Management ( SRM)
- Negotiation with Supplier as per GSK norms and policy
- Preparation& Analyzing of Comparative Statement (CS) for procurement decision
- Evaluation of Vendor Performance Management
- Focus on Low Cost Sourcing (LCS) opportunities& Developing of new Vendors ( Vendor Development ).
- Negotiation with Supplier as per GSK norms and policy

**Manager, Inbound Warehouse & Logistics ( LG—17) : July 2013 to March 2014**  
**Key roles –**

- Responsible for managing all Store Operations and Inventory Management functions under SC
- Manage and Oversee all store Operational Issues including housekeeping , Maintain 5S & Zonning , Store administrative functions
- Maintain FIFO , LIFO and FEFO & Raised ADP ( Asset Disposal Proposal ) of Obsolete & rejected stock
- Conduct routine audit , Create Internal Report and maintain 100 % Cycle Counting of Inventory
- Follow up Chemical MSDS & Hazard , Non- Hazard Chemicals segregation & Stored Separately
- Maintain Inbound Transport Schedule and Monitor Vendor Delivery Performance (VDP)

ACHIEVEMENTS

Inventory & Logistics Management Achievements :

- 1. Successfully Reduced total inventory value from 28 Crores to 24 Crores ( Raw and Packing)-
- 2. Efficiently Handled **350+ Packaging material& 148 Packing** Materials Scheduling from various source managing partial VMI ( Vendor Managed Inventory)
- 3. Completed Project on Annual Material Requirements Plan (MRP) & Local procurement Plan Using A,B,C Classifications ( Optimum Inventory Control Project)
- 4. Prepared SOP for Warehouse and Inventory ( SOP Update as per GMP compliance)
- 5. Implemented Rack Specified Packing Materials & Implemented Fixed and Random location in WH
- 6. Outlined SOP for Planning and Supply Department and Inbound warehouse operations

Software Project Implementation

- 7. Successfully implemented BPCS & SAP software as Core Team Leader in 2012 and 2016
- 8. Completed & Implemented Project on Kaizen , 5S Implementation in Warehouse

Procurement Achievement

- 9. Successfully Reduced Material Supply lead time managing , VMI inventory model implemented
- 10. Implemented VDP ( vendor Delivery Performance ) Tracking Model with OTIF as 78%
- 11. Successfully completed Supplier contact and local purchasing Master Data Sheet ( To Mitigate Single Source Supplier) upon assigned work , Work experienced with procurement of Local and imported materials
- 12. Successfully Development Several Vendor to reduce risk of Single Source .

Supply Chain Planning Achievements :

- 13. 100% On Time in Full (OTIF), 100% Perfect Order Fulfillment (POF), 0% Out of Stock (OOS) track record of Supply Chain KPI
- 14. Prepared 'Planning and Logistics SOP ' on GSK 's end-to-end Supply Chain Planning operation
- 15. Implemented **Weekly Production Scheduling & Weekly Supply Plan** in Supply Chain Department

Supply Chain efficiency achievement

- 16. Increased KPI ----CTP ( Conformance to Plan ) from 74% to 88 %
- 17. Increased KPI ----ATSP ( Adherence to Supply Plan ) 68% to 85 %
- 18. Managed & Faced Internal Audit & Conducted Environment, Health & Safety (EHS) external , L1 Audit ( Without any Major & Critical observation)
- 19. Project Deployment of E2E ( End to End ) Supply Chain and Weekly production scheduling-- Regional Supply Chain Planning-Team with India- HUB

EMPLOYMENT HISTORY: AT GLAXOMITHKLINE BANGLDESH LTD

**GSK: Manager ( LG-17 ):, Production Planning1<sup>st</sup> April 2012 to 30 June 2013**

- Key Roles:**
- ✚ Demand Management and Covert it into Operational plan ( Production Plan and SKU Supply Plan)
  - ✚ Ensure ( Material Availability & Inventory Calculation) for Production Plan and Material Scheduling
  - ✚ Production Planning and Inventory Control
  - ✚ Logistics Supports and Software management in BPCS & SAP ,
  - ✚ Supply Planning to meet KPI- ATSP ( Adherence to Supply Plan)

**GSK ; Sr. Officer( LG-18 ), Production Planning & Inventory Control ( PPIC) : 1<sup>st</sup> Nov 2010 to 31<sup>st</sup> March 2012**

- ✚ Preparation of MPS & Draft Production Plan
- ✚ Inventory Planning based on Demand Forecast

**GSK : Sr. Officer, Warehouse &Logistics : 24<sup>th</sup> July 2008 to 30<sup>th</sup> October 2010 .**

- ✚ Support Activities in Inbound logistics and Outbound Logistics
- ✚ Materials management , GRM to Delivery Activities

**Position Held / Career Track/ Job History:**  
( Total 04 Years)--- From 2005- 2008

- ✚ **Sr. Executive , Material Management** :February 10 , 08 – July18 ,08) ,
  - Proteety Pharmaceuticals Limited , Dhaka ,
- ✚ **Executive, Purchase and Procurement.** From Jan 03, 06 – January 17, 08
  - S. Alam Group , S Alam Sugar Industries & S. Alam Soya Oil Ltd, Chittagong
- ✚ **Management Trainee ( Yarn Dying )** From January 05, 2005 – Dec 28,2005
  - Chunji Yarn Dying Industrial Company ltd ,
  - Korean Company , Chittagong EPZ

ACADEMIC QUALIFICATIONS AND SCHOOLING RECORDS

- ✚ CSCM , ISCEA , USA ( Exam Aug -2019)
- ✚ CIPS , ( Diploma Level-04) , CIPS , UK , 2018 ,
  - Exam – May 2019
- ✚ MBA - Marketing &Finance( 2013) , IIUC , 2013 ,
  - First Class, CGPA-3.39 /4, Duel major
- ✚ M.Sc : Organic-Applied Chemistry ,
  - University of Chittagong ,2005, First Class, 63 %
- ✚ B.Sc (Hons) Chemistry ,
  - University of Chittagong , 2003, Second Class ,51%
- ✚ H.S.C ( Science)
  - Chittagong Cantonment Public School and College, 1997,
- ✚ SSC ( Science),Comilla Board , Ctg , 1994, First Division . \* 77%,

**Professional Degrees & Diplomas ( Professional Accreditation) :**

- ✚ PGD (Diploma) in Supply Chain Management(PGASCM) ,
  - BIMS , 2012 , 80% ( A – Merit) First Class
- ✚ Professional (Diploma) in Supply Chain Management(PGASCM)
  - HRD Foundation Bangladesh , GGPA- 3.94 ( out of 4)
- ✚ PGD (Diploma) in Personnel Management (PGDPM) ,
  - BIM , 2008 , CGPA\_3.67/4 , First Class,
- ✚ LLB ( Part -II ) Appeared , Chittagong Law College ,
  - Result – Second Class
- ✚ Cost and Management Accountant ( CMA) - PL-1 completed ,
  - ICMAB , CTG , -Study on going
- ✚ Diploma In Computer Studies ( DCS),
  - Chittagong City Corp. Computer college ,2006
- ✚ Certificate in Supply Chain Management (IESEA),
  - Certificate in SCM (IBA, MDP, DU)
- ✚ Professional Certificate in Materials Management, Singapore (Advance Supply Chain Solution, Singapore )

EXCEPTIONAL REWARDS

- Awarded Site ERA (Excellent Recognition Award) for individual performance consecutive Three Years
- Recognized as L 1 GSK Global Certified Auditor: GSK L1 (Self Inspection) Audit, Level 1 Auditor Certification

LANGUAGE PROFICIENCY

- Bangla is my mother tongue
- Fluent in English
- Fair in Speaking Hindi and Urdu

PERSONAL INFORMATION

Father's name :Syed Md. DelwarHossen  
Mother's Name :Shyema Akhter ;  
Date Of Birth :28 October 1978 ,

Permanent Address:  
Village : ( Syed Bari)  
Mirapara, Guzra ,Raozan  
Chittagong, Bangladesh

Present address:  
Abdul Hai Chy Building  
Alkaron , Lane no # 04 ,  
Flat No-13  
GPO , Katowali,  
Chittagong

Reference:  
S. M Ashrafur Rahman  
Ex- Site Planning and Supply Manager  
GlaxoSmithKline Bangladesh Limited, GMS,  
Chittagong  
Cell : +8801711797799  
Relationship : Ex – Line Manager

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CERTIFICATIONS ON SUPPLY CHAIN TRANING PROGRAM

- Certificate in Supply Chain Management--University of Dhaka, MDP, ( IBA)
- International Training on Supply Chain Management - ISCEA -, Dhaka
- Project report ( for MBA) on Supply Chain Management Practice at GSK Bangladesh
- Certificate on Advanced Supply Chain Planning---Bdjobs.com Limited
- Cert. on Supply Chain Management for Manufacturing Industries ---- Bdjobs.com Limited
- Certificate on Supply Chain Management--- Bdjobs.com Limited
- Certificate on Export – Import through Letter of Credit ( LC)--- ---Bdjobs.com Limited
- Certificate on Tools and Techniques of foreign trade operations through L/C--- ---Bdjobs.com Limited
- Certificate on Effective Inventory / Warehouse Management for Organizational Development
- Certificate on Shipping, Logistics & International Trade documents---
- Certificate on Operations Management Excellence-- ----Bdjobs.com Limited
- Certificate on Procurement, Transportation and Logistics Management---- Bdjobs.com Limited
- Customs clearance Procedures & Formalities ----- CSDC at Chittagong Club
- Certificate on Fire safety& Civil defense training by civil defense Bangladesh
- Certificate on First Aid Certificate Training by GlaxoSmithKline Bangladesh
- Certificate on Strategic Procurement Skills ---Bb DCCI , DBI
- Certificate on Finance for Non- Finance professionals -- CSDC at Chittagong Club
- Certificate on Professional Material Management—Advanced Supply Chain Solutions, Singapore
- Project paper on -Report on Industrial Safety of Selected Organizations of Chittagong --BIM for PGDPM
- Certificate on Good Manufacturing Practice ( GMP) -Training by GlaxoSmithKline Bangladesh
- Certified L1 Auditor ---by GlaxoSmithKline Bangladesh
- Certificate on Talent Management and Succession Planning--Bangladesh Society of HRM ( BSHRM)
- Training on SAP software ( CERPS) implementation across GSK in 2017
- Training on BPCS ( Business planning and control system) -implementation across GSK in 2012
- Certification in "Customs Bond & Customs Operating System of Import & Export in Bangladesh".

Core Skills for Supply Chain Excellency :

- Move towards centralized Procurement / Logistics and Tracking of Cost
- Growing emphasis on “ Demand Chain management”
- Greater expertise in managing relation through collaboration and Measurement & Stakeholder Relation ship
- Increased Visibility of Inventory Control , Procurement focusing on cost Management
- Understanding on Customer Expectations
- Effective Communication through email , Presentations, One-to-one , and Team Discussion
- Organization of Logical thought among Team
- Team Management & Leadership Capability

Extracurricular Activities & Interest :

- Reading Book and Journals , Travelling
- Enjoying time as Part-time Teaching / Off day Teaching
- Working as Adjunct Faculty of International Islamic University Chittagong ( IIUC) – (Major – SCM) ---BBA
- Working as Adjunct Faculty of East Delta University (EDU) -Supply Chain Management (Major – SCM)--MBA

S. M . Tugril Esteyak

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