

Manharan Mishra

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CORE COMPETENCIES ACQUIRED OVER 12 YEARS

- Demand Planner
- Data Analytics
- Store Operation
- Inventory Forecasting
- Vendor Management
- Warehouse Operation
- Procurement Strategic Sourcing
- Team Management
- Logistics & Supply chain

EDUCATION

EDUCATIONAL COURSE	UNIVERSITY / BOARD	PASSING YEAR	SPECIALIZATION
MBA	IBS AHMEDABAD	2010	FINANCE
BBA	GANPAT UNIVERSITY	2008	HR
HSC	CBSE BOARD	2005	COMMERCE
SSC	CBSE BOARD	2003	GENERAL

WORK HISTORY

NAME OF COMPANY	PERIOD(FROM)	PERIOD (To)	DESIGNATION	LOCATION
RELIANCE RETAILS LTD	SEPT,2022	TILL DATE	PROCUREMENT & DEMAND PLANNER	AHMEDABAD
UDAAN.COM	DEC,2019	SEPT,2022	SUPPLY LEAD	AHMEDABAD
MEDLIFE WELLNESS PVT LTD	AUG,2019	DEC,2019	VRM	AHMEDABAD
FAIR PRICE PHARMACY	SET,2018	AUG,2019	PURCHASE MANAGER	AHMEDABAD
SUNNY ENTERPRISE	JAN,2015	SEPT,2018	PURCHASE MANAGER	AHMEDABAD
PETRO PATH FLUIDS I PVT LTD	MAY,2011	JAN,2015	PURCHASE & ADMIN EXECUTIVE	AHMEDABAD

ROLES AND RESPONSIBILITIES (IN GENERAL)

Demand Planner & Inventory Forecasting

- Interact with the procurement and vendor management teams for planning and buying.
- Responsible for effective stock management, by ensuring required stock levels are being maintained at desired locations.
- Ensuring Best-in-class Planning & Inventory Processes for our Warehousing & Operations
- Focused on Stock availability with reduction in split orders & Red orders & improve performance with Optimal inventory at each node.
- Monitors operational statistics, reports trends, variances and issues, and reporting such cases to the Manager.
- Monitoring & focusing on the improvement of health of inventory
- Act as SPOC for all the RM's/ OPS teams for guidance & clearance on the non-moving inventory at each node & accordingly drive through Inventory Managers.
- Distribution of Product FC2FC based on data & Sales forecast.

- Set up and maintain SKU's for forecast, weekly and monthly monitoring of SKU's.
- Sourcing, Negotiation, Vendor TOT and Supplier Relationship Management.
- Optimizing the right SKU selection to ensure highest product range for our customers
- Building relations with distributors & manufacturers CFA's to ensure a strong & reliable sourcing channel
- Working on vendor performance like buy margin, PO fill rate.

Procurement & Strategic Sourcing

- Spearheading supply chain management; figuring out the right supply strategy for the city
- Manufacturer vs. Distributors vs. Wholesalers; sourcing goods at best price to ensure P&L for the city; driving efforts for
- Optimizing the right SKU selection to ensure highest product range for our customers understanding the types of buyers & right supply design for the same
- Negotiating the best rates from Vendors – Maximize Buy vs Sell Margin
- Working on Vendor Fill rate, Vendor RTV & P2P.
- Building relations with distributors & manufacturers to ensure a strong & reliable sourcing channel
- Formulating long-term business goals, forecasting targets and ensuring achievement of the same in given timeframe
- Interfacing with key-decision makers in target organizations for business growth & development
- Establishing automated systems, MIS Reporting in day-to-day operations to align with stakeholder's / client's requirement
- Generate Purchase Order for Medicine & all OTC (FMCG) Products.

Vendor Relationship Manager

- Developing and maintaining relationships with suppliers
- Sourcing of New vendors, onboard vendor.
- Negotiation, TOT, worked on good margin and payment terms.
- Worked on right product selection & make strategic planning for Procurement.
- Track vendor performance matrix.
- Close work with vendor to get good fill rate, Availability, Fast delivery of goods & services.
- Analysis of Vendor Performance & Price Variance & Purchase related all responsibility.
- Make SOP for Procurement.

Logistics & supply chain

- Communicated with carriers, suppliers, and internal teams to ensure timely delivery of goods
- Utilized transportation management systems to track shipments and identify any potential delays or issues
- Conducted regular performance reviews of carriers and negotiated rates and contracts
- Maintained accurate and up to date records of all shipments, including tracking information and documentation
- Resolved any issues or concerns related to transportation and logistics in a timely and efficient manner
- System hygiene of Consignments in Shipy TMS and reduction of ageing stocks.

Store Operation

- Check availability of Product in stores as per Category.
- Work on customer retention, Customer service.
- Make strategy for revenue growth.
- Cross check of physical inventory VS system Inventory.
- Work on promotions & Pricing.
- Work on overstock, expiry, Inventory movement.
- Managing Staff & Store budget

Warehouse Operation

- Monitor of its day-to-day operations.
- Evaluate the efficiency of Team as per SLA
- Inventory accuracy, Order management, On-time delivery, warehouse capacity utilization, Pick Accuracy.
- Coordinate with Logistics, 3PL and other internal stakeholder for any issues.
- Minimize warehouse operating cost.

Team Management

Experience in managing a team in reliance, Udaan, Medlife, FairPrice for 6+ years

Data Analytics

- Worked on Periodic data and developing new strategic forecasting for demand.

CATEGORY & PROJECT'S MANAGED

- B2B - Pharma – Rx, Generics & OTC
- B2C - Pharma – Rx, Generics, OTC & JIT process
- Retail Stores Operation & Procurement Process

COMPUTER SKILLS

- MS Office
- SAP
- Internet Surfing