

# Sanjay P

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**Result-oriented & Visionary Professional; targeting assignments in Procurement/Supply Chain Management / Logistics with a leading organization of repute**

## Profile Summary

- **An accomplished professional** offering **over 19 years** of rich and experience in **Purchase, Vendor Management, Supply Chain Management, Logistics and Outsourcing**
- A competent professional capable of developing and implementing **supply chain strategies**, and managing various activities like demand planning, forecasting, demand fulfilment & inventory management
- Expertise in **Material Management** activities involving material planning, techno-commercial negotiations, scheduling and procurement of components, raw materials from various sources
- Designed and developed systems and procedures to implement **purchasing, production scheduling, inventory control** which assured availability of material in accordance.
- **Managed sourcing** through identification of **cost-effective** vendors/suppliers for procurement with an aim of reducing cost while improving quality and reliability.
- Skilled at implementing cost saving measures **to achieve reduction in terms of raw materials, procurement, and logistics costs.** Effectuated indigenization initiatives thus generating significant cost savings
- Capable of **managing company's warehouse** and ensuring all items are collected from the goods clearance location, received at the warehouse, managed, stored and preserved properly



## Key Impact Areas

Supply Chain Management

Procurement

Vendor Development/Management

Inventory & Stock Management

Logistics

Warehouse Management

Dispatch Activities

Customer Relationship Management



## Soft Skills

Negotiator

Innovator

Collaborator

Problem Solver

Intuitive



## IT Skills

- MS Office
- Windows
- ERP, SAP & QAD System



## Education

- **M.B.A. (Marketing)** from Punjab Tech, University, Jalandhar (Distance Edu.) in **2006**
- **B.Sc. (Biology)** from M.L.S.U. Udaipur in **2001**



## Career Timeline

SARAS DAIRY

Jan'02 – Feb'06

Adient  
Arvind

(Automotive Fabrics)

Sep'12 – Oct'19

Since -Nov 19

BMD

Navbharat  
Textile  
Processors

## Work Experience

**Company : Navbharat Textile Processors. Ahmedabad**

**Designation: Dispatch & Purchase Manager**

**Duration: From 1st November 2019 to Till Date**

**Job Responsibility:**

- Manage all routing modifications to ensure the business is utilizing equipment and staff efficiently.
- Continually assess the service level and provide recommendations to managers regarding opportunities to improve operational performance.
- Monitor and manage Key Performance Indicators and cost factors impacting operational effectiveness.
- Effectively communicate with customers on a regular basis regarding core transportation issues impacting the customer and the effectiveness and efficiency of the fleet.
- Build and maintain a positive work environment where team members and their contributions are recognized and valued. Maintain frequent communication with all team members.
- Promote and monitor employee safety and take proactive steps to create a positive safety culture. Partner with customer, internal and external resources as necessary to identify, evaluate and remove safety obstacles. Ensure compliance with safety programs and protocols as well as federal, state and local regulations.
- Embrace, promote and lead continuous improvement efforts, including selection and implementation of dispatch component of enterprise software.
- Organize and schedule all necessary resources required to accomplish activities.
- Find and create efficiencies regarding hauling maximum tonnage, coordinating backhaul opportunities, conserving fuel, reducing idle time, etc. by utilizing available technology.
- Set and monitor productivity, service, and safety targets for each route and driver.
- Monitor daily truck revenue goals – explain variances from company standard.
- Work with hourly paid drivers to make sure productivity is commensurate with hours worked.
- Assist with data collection and reporting required for incentive pay programs.
- Insure drivers and trucks are being utilized for full days and full weeks.
- Establish and maintain a positive relationship with all drivers. Create a driver experience that is number one in the industry.
- Monitor loads dispatched to drivers and work with Dispatch throughout the week to increase work maximize driver earnings and company revenue.

## Previous Experience

**Company : Adient Arvind (Automotive Fabrics) India Pvt. Ltd. Ahmedabad**

**Designation: Dispatch & Purchase Manager**

**Duration: September 2012 to October 2019**

**Key Result Areas:**

- Leading a team of 5 members.
- Performing planning, ordering and procurement for raw materials.
- Steering efforts for vendor development and negotiating with them on price Performing product validation.
- Managing material MRN in system.
- Directing warehouse management for automotive fabric Supervising outsource job work and domestic logistics Administering commercial invoicing.
- Following up for payment and revising the same to vendors Directing the purchases related to warehouse.
- Managing inventory for the raw material Supervising all lamination related work.
- Interacting with customers to understand customer requirements Identifying, analyzing and resolving problems relating any fabric damage.
- Performing production follow-up to the finished stage as per customer's demand

**Company : M/s BMD (P) Ltd., Banswara**

**Duration: March 2006 to March 2012**

**Company : M/s Saras Dairy, Banswara**

**Duration: January 2002 to February 2006**

## Personal Details

**Date of Birth:** 31<sup>st</sup> October 1979

**Languages Known:** Hindi, English and Gujarati

**Present Address:** I/201 Nirman life style, Opp IOC DEPO, Ahmedabad

**Permanent Address:** Old Palace Road, Bhojapaliya, Banswara (Raj.) 327001