

VIJAY REDDIAR

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EDUCATION

Indian Institute of Technology, Kharagpur – Vinod Gupta School of Management Kharagpur, West Bengal
Master of Business Administration (CGPA 8.63/10) Jun 2020 – Apr 2022

College of Engineering Pune Pune, Maharashtra
B. Tech in Production Engineering & Industrial Management (CGPA 8.56/10) Jul 2014 - May 2018

AREAS OF EXPERTISE

- Inventory Optimization
- Supply Planning
- Retail Merchandising
- Replenishment Strategy
- Demand Planning
- Forecasting

EXPERIENCE (5 Years)

Titan Company Limited Bengaluru
Deputy Manager | Supply & Distribution Planning | Inventory Control | Tanishq Jul 2023 – current

- **Achievements:**

- Adherence of store assortment to inventory norms for **240+ stores at 85% alignment level** in last 15 months
- Analyzed inventory and sales to devise norms for 450+ standalone company stores, leveraged Onebeat (inventory management tool) to **reengineer allocation process**
- Shortlisted best-seller merchandise and enabled dynamic buffers to always regulate **95%+ replenishment**
- **Inventory Management:** Contributed to OTB planning, new products launch planning, tail variants rotation and aged stock reduction. Fulfilled brand freshness requirement within budget inventory by working with buyers
- **Supply & Demand Planning:** Worked with sourcing teams to plan monthly production volumes (50 to 70 Cr INR in Val) based on sales projections at assortment group level. Responsible for monitoring store-level stock allocation & ensuring replenishment of relevant stock basis SKU velocity, aging & norm alignment
- **Merchandising:** Coordinated with retail to fulfil store-specific merchandise requirements on day-to day basis using warehouse inventory with a TAT of 2 days. Serviced ~25 stores requirement every week
- **Channel Management:** Spearheaded inter-store & inter-channel stock movement process to increase efficiency of available inventory. SPOC for organizing complete ad hoc requirements for all 3 channels - brand stores, shop-in-shop & online business (brand website + marketplace + Q-com)

Management Trainee Jul 2022 – Jun 2023

- **Supply Chain role in the fragrances category (SKINN):** Assisted in comparative analysis of various vendors for establishment of South and East hub warehouse, resulting in ~20% savings. Carried out demand prediction using supervised machine learning and benchmarked current forecasting
- **Brand manager role in the Women's Bags category:** Recommended pricing & features for Fastrack women's bag core line using competitive benchmarking. Spearheaded execution of new brand launch at corporate office and Mumbai media launch, as SPOC for event agency. Finalized retail identity partner for emerging brand IRTH by shortlisting and briefing agencies for the pitch to senior management

Tenneco Powertrain Chakan, Pune
Senior Engineer Jul 2018 – Aug 2020

- **Operations Management:** Evaluated manufacturing process of fibre gaskets made from gang dies and handled modifications to enhance productivity by 200%. Worked on blanking layout of rubber-coated steel gaskets to obtain usable off cuts of larger sizes and thus augmented cost savings to the tune of ~96000 USD.
- **Project Management:** Revitalised raw material management to attain a steep increase of scrap utilisation from 3 tons/month to 7.5 tons/month. Identified new off cuts and established their storage plan. Unique off cuts increased from 33 in 2018 to 54 in 2019 (63% increase).

SKILLS & CERTIFICATIONS

- Technical Skills: Advanced Excel, Power BI, SAP, Python
- Certifications: Lean Six Sigma Black Belt by KPMG
- Soft Skills: Retail Staff training & development, Verbal & written communication, Time management
- Internships: 6-mo: E-com operations at Graas (Pune); 6-mo: Quality operations at Mercedes-Benz India (Pune)