



## CONTACT

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## SKILLS

- Supply Chain Optimization
- Logistics Management
- Warehouse Operations
- Inventory Control
- Demand Forecasting
- Vendor Management
- Transportation Coordination
- Distribution Network Planning
- Procurement & Sourcing
- Strategic Planning
- Continuous Process Improvement
- SAP S/4 HANA (TM,EWM)
- SAP (SD, MM)
- SAP Ariba
- Lean Six Sigma Methodologies
- Budgeting & Cost Control
- Customer Relationship Management
- Compliance & Quality Assurance
- Data Analysis & Reporting
- Team Leadership & Development
- Project Management

## Certificates

Six Sigma – Black Belt (WCMS)

Six Sigma – Green Belt (TQM)

5S Assessment – Auditor (TQM)

# Venkatesh Kallukuri

Logistics Leader | Six sigma SCM Professional | SAP S/4 HANA (TM, EWM)

Dynamic logistics leader with 14 years of expertise in Six Sigma Supply Chain Management, specializing in digitization and process optimization. Proven track record in leading strategic initiatives, team building, and inventory management. Skilled in deploying Automated Transportation and Warehouse Management Systems, achieving significant cost reductions and operational efficiencies. Recognized for process improvements and environmental sustainability efforts.

## PROFESSIONAL EXPERIENCE

### **Lead Logistics – Building Solutions, HIL Limited (CK Birla)**

**Oct 2022 – Present**

- Leading comprehensive logistics and supply chain management for 9 manufacturing plants and 5 trading plants strategically situated across India
- Implemented process enhancements through strategic planning, resulting in an elevation of customer On-Time Delivery rates from 86% to 98%.
- Spearheaded the standardization of transport contracts across plants, leading to a notable 4.82% reduction in overall transportation expenses of FY'24
- Successfully guided the configuration and implementation of SAP Ariba and Procureengine Platforms for transportation Auction & Procurement
- Introduced Dedicated Vehicles for inter-plant cycle shipments, delivering a remarkable 60% optimization in transportation costs Q4 FY'23.
- Led and trained the Logistics team in successfully implementing Transport Management Systems (TMS), ensuring seamless end-to-end processes.
- Played a pivotal role in driving a 10% revenue growth through strategic support in market analysis, customer engagement, and the implementation of innovative sales strategies
- Guided and led the team in implementing effective planning strategies, resulting in improved inventory management practices and a notable reduction in net loss
- Initiated and drove Continuous Improvement and Six Sigma projects aimed at refining processes and maximizing freight efficiency.
- Enhanced end-to-end processes by leveraging data analysis, resulting in improved efficiency and effectiveness across the entire workflow
- Expanded vendor partnerships through market exploration and enhanced performance through strategic planning initiatives
- Supervised manpower operations and conducted comprehensive training sessions to ensure the proper handling and storage of finished goods across various locations.
- Acted as the primary point of contact (SPOC) for Power BI, proficiently generating and analyzing reports on transportation dispatches and finished goods inventory on a daily, weekly, and monthly basis.

### **Lead Group Distribution (SCM) – Amara raja Batteries Ltd.,**

**Feb 2018– Oct 2022**

- Directed and trained corporate and regional distribution teams, optimizing operations of pan-India distribution centers for enhanced efficiency and effectiveness
- Managed IATF audits for TUV certification and conducted internal audits to train the team accordingly.
- Improved operational standards and developed strategic plans by researching domestic and international industry standards.
- Overseeing Pan India CFAs to ensure efficient operations and on-time deliveries, achieved through cost optimization strategies and effective negotiation tactics
- Guaranteed Just-in-Time (JIT) delivery for all OEM supplies through meticulous planning
- Supporting environmentally conscious initiatives through the procurement of scrap batteries and monitoring the entire cycle of delivering recycled lead
- Successfully led the configuration and implementation of the POD portal (Mobile & Web) with seamless execution
- Effectively tested and executed ERP migration from SAP ECC to S4 HANA as a key user, providing comprehensive end-to-end support and training to the team.
- Functional expertise in design, implementation, and solution testing in SAP TM and SAP EWM, integrating with SD and MM, successfully deployed across 6 group companies.
- Introduced Min-Max Inventory control methods at warehouses to minimize slow-moving and non-moving inventory.
- Directed Continuous Improvement and Six Sigma projects aimed at enhancing processes, improving delivery compliance, reducing lead times, optimizing space, and increasing inventory carrying capacity.

## LANGUAGES

English

Telugu

Hindi

## HOBBIES



- Managed optimal space utilization at warehouses while forecasting inventory requirements and approving dispatch clearance from plants to Distribution Centers.
- Oversaw stock reconciliation, receivables management, sales administration, and conducted analysis of MIS reports
- Played a key role in securing the ASIAN Manufacturing Awards in 2019 for innovative warehousing practices
- Achieved business objectives through successful cross-functional collaboration, adept problem-solving, and strategic planning
- Supervised and analyzed key performance indicators to inform decision-making, recommending best practices for inventory management and distribution space evaluation.
- Managed operational budgeting across multiple areas, including administration, rentals, capital expenditures, IT, and transportation, ensuring timely monitoring.
- Collaborated with plant production to secure material availability and control operational costs in alignment with budgetary constraints.
- Oversaw customer complaint management and implemented necessary corrective actions.
- Ensured compliance with statutory requirements concerning plants and distribution centers, including excise and sales tax regulations.

### **Co-Founder - City Transporter App (Startup) – KMC online services & Logistics Pvt Ltd.,**

**Jan 2016 – Jan 2018**

- Conceptualized and initiated the development of the City Transporter App, aimed at providing a convenient and efficient means of ordering bike transport for city pickups and deliveries.
- Collaborated with team members to outline app functionalities, user interface design, and initial development plans.
- Conducted market research to assess the demand for such a service and identify potential competitors and challenges.
- Contributed to the planning and execution of marketing strategies to promote the app and generate user interest.
- Played a pivotal role in the conceptualization and early-stage development of the City Transporter App, laying the groundwork for its potential future development.
- Gained valuable insights into the startup environment, including the challenges and opportunities associated with launching a new venture
- Despite the discontinuation of the startup, remain enthusiastic about pursuing opportunities in the technology and innovation sector.
- Eager to apply the skills and knowledge gained from this experience to future endeavors and contribute to the success of innovative projects and initiatives.
- Startup experience paved the way for my entrepreneurial journey as a distributor for Galla Fruit Juice, Parle Agro (Fiero), and Mingle Chips, honing my skills in negotiation, consumer marketing, sales, distribution, and inventory management, culminating in a comprehensive understanding of the FMCG sales lifecycle within unorganized sectors

### **Asst. Manager Group Distribution (SCM) – Amara raja Batteries Ltd.,**

**Jul 2010– Dec 2015**

- Played a pivotal role in securing the ASIAN Manufacturing Awards in 2013 for warehousing innovation, contributing to the company's recognition in the industry.
- Successfully obtained the CII WAREX Certification for Amara raja Distribution Centers in Chennai, Ghaziabad, and Hyderabad, demonstrating commitment to excellence in operations.
- Received accolades such as the 'Awesome Pebble – 2012' and 'Best Regional Coordinator – 2011' for spearheading initiatives that significantly improved distribution efficiency.
- Achieved a fast-track career progression within the company:
- Joined as a Management Trainee in July 2010 and swiftly progressed to roles of increasing responsibility.
- Promoted to Regional SCM Executive in June 2011, National SCM Executive in May 2012, and Senior Executive in 2015, and subsequently to Assistant Manager in September 2015.
- Notable accomplishments include maintaining a 98% On-Time in Full (OTIF) rate for efficient service from Distribution Centers, ensuring 100% accuracy in book vs. physical stocks, managing 3PLs to support OEMs, and ensuring 100% Compliance Verification Process (CVP) and Customer Line Impact Percentage (CLIP) for aftermarket SKUs.

## EDUCATIONAL QUALIFICATION

### **Master of Business Administration**

**Institute of Public Enterprise**

**Apr 2010**

### **Bachelor of Technology – Computer Science Engineering**

**Sreenidhi Institute of Science & Technology (JNTU)**

**Apr 2007**