

# SAKEEB AWWAL AYIGORO

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## PROFESSIONAL SUMMARY

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Supply Chain and Logistics professional with over 4 years of experience in Supply Chain Data Analytics, Inventory Management, Distribution/Transportation, Demand/Supply Planning, and Warehousing. Proven ability to use data insights to optimize supply chain processes, reduce costs, and improve efficiency. Skilled in managing complex projects and collaborating with cross-functional teams. My goal is to apply my expertise in supply chain management to drive value for customers, improve information management, and deliver results for the organization.

## CORE COMPETENCIES & SKILLS

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- Supply Chain Analytics
- SQL for Data Analysis
- Power BI for Data Visualization
- Strong Analytical and Quantitative Skills
- Microsoft Office Expert
- CRM Expert
- Inventory Control & Management
- Warehouse Management System
- Vendor & Clients Relationship Management
- Customer Relations Management
- Material Requirement Planning
- Enterprise Resource Planning

## WORK EXPERIENCE

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Demand and Sales Planner

May 2022 – December 2022

AR Packaging

- Collaborated with cross-functional teams, including Sales, Marketing, Operations, and Finance, to forecast sales trends and predict demand for products or services, resulting in a 15% increase in forecast accuracy.
- Reviewed rolling forecast figures versus actual demand and updated systems accordingly, while also managing inventory levels to ensure the right products were available at the right time.
- Participated in weekly Collaborative Planning meetings to identify supply bottlenecks and analyze historical performance statistics/KPI for executive decisions, while also shaping demand through promotions, resulting in a 20% reduction in supply chain disruptions and a 10% increase in revenue.
- Prepared S&OP documentation, reports, and agendas and provided data for S&OP meetings. Assessed and managed risks associated with demand planning and S&OP process.
- Created production, capacity, and procurement plans to satisfy all requirements without restrictions and conducted scenario planning on capacity and capability, resulting in a 25% reduction in supply chain lead time.
- Monitored OTIF metric to keep track of daily, weekly, and monthly logistics performance, ensuring a 95% OTIF performance rate.
- Planned for 3 months of materials availability (boards, inks, cylinders, embossing, cutting dies, IFB cores, etc.), while also conducting regular inventory analysis and adjusting plans as necessary to optimize inventory levels.

## VEND EASY LTD (VENDEASE e-Commerce)

- Optimized route-to-market and ensured on-time order fulfillment by collecting and monitoring data on current operations, including scheduling, sourcing, inventory, and delivery management. This resulted in a 10% increase in on-time delivery and a N150 reduction in delivery costs.
- Developed and maintained a detailed dashboard that tracked weekly sales trends, GMV growth, price impacts on GMV, operational costs, and associated call center metrics. This resulted in improved sales performance and a 20% reduction in operational costs.
- Improved purchase planning and inventory management by developing and updating weekly demand forecasts for category sales which resulted to a 25% reduction in excess inventory holding.
- Ensured all products were always available and prevented stockouts by accurately tracking inventory levels in the system to attain above 98% product availability rate.
- Conducted daily and weekly reviews of sales and operations for all distribution centers, identifying and addressing efficiency issues, developing solutions, and implementing changes.
- Collaborated with vendors and logistics partners to negotiate pricing and ensure contract compliance, resulting in significant logistics cost savings.
- Created performance reports and dashboards for weekly management reviews, providing insight into supply chain operations and identifying areas for improvement.

## Amo Farm Sieberer Hatchery

- Responsible for cost effective management of over 40 SKUs of finished goods in a warehouse of 700 Metric Tonnes capacity to ensure the company has the right amount of stock to meet customer needs and to avoid overstocking items.
- Ensured high level of customer satisfaction through a cost-efficient route-to-market outbound logistics planning to meet set target of NGN 250 million weekly product movement to trade.
- Prepared detailed Master Production Schedule to formulate annual and monthly budget and draw out Material Requirement Plan for monthly Sales and Operation Planning
- Prepared and updated demand forecast of production/raw material inventories for Production Planning, Material Requirement Planning, Supply Planning and Capacity Planning
- Always kept accurate track of all sorts of inventories on Warehouse Management System and ERP system in order to avoid variance between physical stock and balance on the system(s)
- Review of sales operations in the distribution centres/depots.
- Strategically planned (production inventory) weekly inbound logistics of packaging and raw materials worth of NGN 50 million to ensure all time availability of materials to be used for production activities as per demand forecast.
- Analysed product performance for marketing and product (SKU) rationalization.

**Key achievement:** I designed and managed a performance evaluation table (League Table) for distribution centre managers to track weekly and monthly performance

**AMO BYNG NIG. LTD**

- Daily stock count of Work-In-Progress Inventory in order to ensure efficient use of raw materials during production activities.
- Raw materials usage reconciliation to ensure lean production processes by checking what was issued from the warehouse to the factory and actual consumption quantity. This helped reduced wastage by 20% consequently reducing supply chain cost by 5%
- Kept track of Vendor Managed Inventories (VMI) to ensure supply chain efficiency and visibility.
- Managed 4 contracts with third-party warehouse vendors for seamless logistics operations and ensuring vendors adhere strictly to binding contract for proper and cost-effective inventory management

**Key achievement:** I received the Best Intern of the year 2017 gift for designing a template used by the Operations team for tracking Efficiency Parameters (KPI)

**ACADEMIC QUALIFICATION****B.Tech (Agricultural Technology) - 2:1**

December 2011 – October 2016

Federal University of Technology, Minna

**PROFESSIONAL CERTIFICATION, TRAINING & AFFILIATION****DATA ANALYTICS**

2022

UDACITY

- SQL For Data analysis
- Power BI Essentials for Data Analysis

**Certified Supply Chain Analyst**

2021

International Supply Chain Education Alliance (ISCEA)

**Supply Chain Management Micro-Master****Program**

2020

MIT Centre for Transport and Logistics

- Supply Chain Analytics (SC0x)
- Supply Chain Fundamentals (SC1x)
- Supply Chain Dynamics (SC3x)

**Supply Chain Professional Course**

2020

Rutgers University (Coursera)

- Supply Chain Planning
- Supply Chain Analytics
- Demand Analytics