

MANISH KUMAR

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Education

Massachusetts Institute of Technology, USA

Master of Eng. in Logistics, Supply Chain Management program

June'15

LBS Institute of Management, India

Post-Graduate Diploma in Business Management,

Mar'04

Punjab Tech. University, India

Bachelor of Engineering (Chemical Technology)

June'02

Professional Experience

Amway India Enterprises Pvt. Ltd., a mid-sized FMCG company

Gurgaon, India

Manager- Supplier Development

Apr'13-Jul'14

Established agile & robust supplier development processes and implemented new supply chain metrics

Selected accomplishments:

- Accepted the challenge of new role in the company and conducted a record 15 supplier qualifications in 1st year
- Segmented top 80% suppliers to enable & fast-track varied procurement efforts like consolidation/ risk mitigation and sourcing strategy creation. Improved On-Time-In-Full metrics by as much as 25%
- Conceptualized & implemented supply chain dashboard with global metrics like Total Economic Value and working capital savings in India leading to enhanced focus and faster reaction from top management

Amway India Enterprises Pvt. Ltd.

Gurgaon, India

Manager/ A.M. - Sourcing & Supplies

Nov'08- Mar'13

Managed Contract Manufacturing and MRP (Material Resource Planning) activities for 25% of the products

Selected accomplishments:

- Achieved on time launch for Nutrition SKUs contributing \$ 6mn to annual revenue along with delivering 20% cost saving. Led project steps like supply chain setup, sign-offs & production scheduling for launch
- Managed supplies from 8 3rd party manufacturers accounting for 25% of total revenue of the company
- Delivered critical color cosmetics launch (\$ 3.5mn in annual revenue) within tight profit margins & timelines

Apollo Tyres Ltd., India's largest tyre company

Gurgaon, India

Associate Manager-Supply Chain Management

Jan' 06-Nov'08

Held positions across Distribution Planning, Demand Planning and OEM Supply Planning

Selected accomplishments:

- Implemented and maintained SAP-APO-DP module in the organization. The project involved demand analysis, systemic design changes and finally implementation on SAP 5.0 platform
- Improved forecasting accuracy by 15% through re-categorization of SKUs and multi-level collaborative demand forecasting supported by data analytics
- Reduced regional transportation cost by 5% through supply network planning and frequent loads with SKU mix

DS Group

Noida, India

Associate Manager- Supply Chain

May'04- Jan'06

Worked in the planning and systems area

Selected accomplishments:

- Created an organization wide reporting structure for tobacco division. The structure included the in-transit status, stocks at various locations and the demand numbers
- Created a comprehensive supply chain manual for the organization within 6 months of joining

Additional:

- Implemented kaizen event for "Effective Liquidation of Obsolete/excess inventory"
- Represented my college in badminton and cricket tournaments. I have passion for sports
- Languages: English, Hindi, Punjabi