

OBJECTIVE

Accomplished Supply Chain Leader and Strategic Sourcing professional with over two decades of experience across diverse industries. Possesses global exposure and deep insights into supply chain intricacies. Proven track record in leading impactful projects with hands-on decision-making and a customer-centric approach. Core values include performance excellence, corporate expansion, and individual development. Passionate about guiding organizations to success through software and SaaS technology adoption, ethical standards, and driving revenue growth.

SKILLS

- Project Management
- Financial Acumen
- SAAS Development
- Supply Chain Management
- Strategic Thinking
- Process Excellence
- Stakeholder Management
- Agile Methodologies

PROFESSIONAL EXPERIENCE

Cargill Business Services India

Associate Director – Global Trade Execution, Jan'21 – till date...

- Oversee global supply chain operations, aligning strategies with commercial teams across seven regions.
- Manage a team of 120 professionals in supply chain and international trade for grains and feed commodities.
- Develop and execute innovative supply chain strategies for cost-effective global cargo movement.
- Implement digitalization strategies, delivering over 18 RPAs, 11 standardization projects, and 4+ smart automations.
- Champion diversity initiatives, inclusive recruitment, and ethical hiring processes.

The Warehouse Group – NZ Leading Retailer

Merchandise Manager – Hard Goods, Southeast Asia, Dec' 18 – Jan' 21

- Spearheaded supply chain and strategic sourcing, leading a team of senior merchants to execute sourcing strategies and ensure seamless product availability.
- Developed and executed win-win supplier strategies, contracts, and inventory management plans, fostering strong supplier relationships.
- Drove sales growth through product strategies aligned with market trends, achieving \$6M in sourcing volume with potential savings of \$1M.
- Established a robust supplier landscape across South Asia and Southeast Asia, with 26 suppliers across multiple categories like Stationary, Sports, Bikes, Décor, Everyday Essentials, Plastics and Solid wood & PB furniture.
- Monitored sales performance, identifying opportunities for cost savings and revenue enhancement through pricing strategies and upselling initiatives.

IKEA Services India Pvt Ltd

Business Development Manager – Metals and Plastics Nov' 12 – July' 18

- Led a team of 11 professionals, driving global supply chain projects, cost optimization, and category sourcing strategy.
- Fostered strong supplier relationships, ensured continuous improvement, and managed supply risks.
- Achieved significant growth, increasing sourcing volume from €18M to €65M within 3 years.
- Drove a 10% increase in average project value through market research and strategic adjustments.
- Collaborated with cross-functional teams to optimize processes, reducing lead times by 15% and enhancing customer satisfaction.
- Negotiated favourable contracts, ensuring quality compliance, and driving profitability.

Cargill India Pvt Ltd

Trader – Feed Grains Desk, Feb' 08 – Oct' 10

- Spearheaded regional P&L for Coarse Grains, driving 200% volume growth and 100% customer base expansion.
- Navigated entrenched local supply chains, establishing a dominant market presence, and pioneering transparent trade capture systems.
- Led the setup of the Feed Grains trading desk in Bangalore, forging strategic partnerships and enhancing supply chain efficiency.
- Developed creative solutions leveraging the company's warehouse network and services to deliver cost-efficient and seamless trade execution.

Glencore International AG Switzerland

Trader – Non-Ferrous Metal, Zug, Switzerland, April' 04 – January' 08

- Supported global cash management and trading for non-ferrous metals, analysing market data to optimize returns.
- Proven track record of successfully trading multiple non-ferrous metals, leveraging market knowledge and quantitative models.
- Collaborated with cross-functional teams to align trading strategies with business objectives.
- Established a strong network of industry contacts to foster mutually beneficial relationships and enhance trading opportunities.

Tata Teleservices Limited

Senior Executive- Product Management, April' 02 – April' 04

- Created pricing models to drive corporate and retail account growth as an independent contributor in Marketing's Product Pricing Development.
- Spearheaded product lifecycle management, delivering products on time and within budget, while exceeding customer expectations.
- Built industry partnerships to achieve operational targets and drive business growth.
- Identified emerging trends through market research and introduced new product lines that drove substantial revenue growth and expanded market share.

EDUCATION

IIT, Delhi India, Jan' 23

Project Management

IIM, Kolkata India, April' 21

Executive MBA

SWISS FINANCE ACADEMY, Switzerland, Jan' 07

Investment Banking Training

LBSIM, Delhi India, Sept' 02

PGDBA