

# NITIN DUBEY

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## SUPPLY CHAIN OPERATIONS MANAGEMENT PROFESSIONAL

\* Logistics, Inventory and Warehouse Management \* Cost and Budgeting \* Project Management

### 21 + years of experience in Supply Chain Management ( Warehousing & Logistics, Demand planning)

| Functional Skills   | Leadership Attributes   | Competencies  |
|---|---|---|
| <ul style="list-style-type: none"> <li>3PL/Warehousing and Inventory Management</li> <li>Logistics &amp; Distribution Management</li> <li>Demand Planning and Forecasting</li> <li>Process compliance and Audits</li> </ul> | <ul style="list-style-type: none"> <li>Holistic Thinking</li> <li>Strategy Planning</li> <li>Budgeting &amp; business planning</li> <li>Cross functional team Management</li> <li>Client Servicing</li> </ul> | <ul style="list-style-type: none"> <li>Project management</li> <li>Lean Implementation</li> <li>Six Sigma Yellow Belt</li> <li>Theory of constraint (TOC) implementation</li> </ul> |

### EXPERIENCE CHRONOLOGY

#### Prism Johnson Limited ( H & R JOHNSON- India) Mumbai as General Manager –Supply Chain

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| <b>General Manager-Supply Chain (Mar'19 till date)</b>                               | <ul style="list-style-type: none"> <li>Heading PAN India cross-functional supply chain team , responsible for order management, demand planning, logistics/ distribution and warehousing.</li> <li>Leading negotiations and contracts with logistics partners (transport &amp; warehousing), outsourced vendors.</li> <li>Inventory optimization: <b>40% reduction</b> in inventory DOS with optimized demand and supply planning</li> <li>Customer service: Improved On time In full performance, OTIF consistently <b>above 90% for 2 years</b></li> <li>Spear-heading <b>TOC</b> implementation in end to end supply chain from vendors to distributors</li> <li>Led process improvements initiatives with <b>SAP</b> team along with SPG to leverage on IT for Productivity improvements and MIS.</li> </ul> |
| <b>Deputy General Manager-Head-Logistics (Oct'17-Feb'19)</b>                         | <ul style="list-style-type: none"> <li>Managed Order management, Demand Planning and forecasting ,Production planning</li> <li>Transportation and freight negotiation with channel partners</li> <li>Dispatch planning taking corrective &amp; preventive actions for best customer service</li> <li>Sales and Operations Planning &amp; Inventory Management.</li> <li>Project Consolidation of Order Management Process.</li> </ul>  |
| <b>Deputy General Manager-Zonal Head-Operations North &amp; East (Jun'15-Sep'17)</b> | <ul style="list-style-type: none"> <li>Managed Warehouse and Secondary Logistics operations, Freight negotiation</li> <li>Coordinating plant and vendors for supply planning and on time delivery</li> <li>Exhibited good analytical skills to identify process improvement opportunities</li> <li>Implemented Internal Audit recommendations with full responsibility and accountability.</li> <li>Project Warehouse rationalization: Significant cost savings without impacting serviceability</li> </ul>  |

#### Mar'12 – Jun'15 with Pidilite Industries Ltd., Chandigarh as Regional Logistics and Customer Service Manager

#### Notable Accomplishments:

- Managing 5 warehouses including one RDCs, Mother HUB distribution from Plants to RDCs to end customers
- Focused on building warehouses with objective of minimizing distribution cost as per annual operating plan
- 3 PL identification and appointment, optimization of Inventory levels & minimizing write offs. Align business by regular reporting on Product availability.
- Optimizing Cost, handling Freight Negotiations with transporters, courier agencies and insurance agencies/Insurance claims & handling of agreement formalities and Cost and benefit analysis.
- Inventory management, Order execution and targeted order fulfillment across customers
- Member of Regional Leadership Team and Critical Project Leader for new Process improvements, infrastructure development and projects as SAP ERP implementation in the Region.

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**Nov' 10 – Mar' 12 with Chemtura Chemicals India Pvt. Ltd., Noida Head Customer Service and Logistics**


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**Notable Accomplishments:**

- Managing Distribution & Transportation, Clearing and forwarding agents (CFAs), Customs Handling Agents (CHAs)
- Responsible for appointment/training of new vendors and prepared roadmap for their development
- 3 PL identification and appointment managed 12 Warehouses Operations and Distribution from Plant/Vendors on PAN India Basis.
- Managing S&OP Process ,Inventory management, Order execution and maintaining targeted order fulfillment process
- Handling Freight Negotiation rate contracts with transporters, courier agencies and insurance agencies/Insurance claims & handling of agreement formalities.

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**May' 07 – Oct' 10 with Hewlett-Packard Sales (I) Pvt. Ltd, Gurgaon/Bangalore as Manager-Supply Chain**


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**Notable Accomplishments:**

- Strengthening sales and operations planning process by forecasting/ Demand planning and driving a robust weekly planning process
- Central to manage production planning, material scheduling of manufacturing facilities, contract manufacturing locations and all FG imports planning for consumer business and ensuring high production efficiency
- Make or Buy Analysis ,Spend analysis and Market Analysis to prevent material shortages
- **New Products** – Planning & Launch Support Logistics & planning to ensure timely production / procurement. Launch support, ensuring availability & tracking plan in coordination with Marketing heads and Product Managers.
- Stock availability at all India Distributors and HP warehouses within agreed norms.
- Coordinate with Regulatory affairs to ensure smooth clearance of the imported items.
- Supply Chain Matrix Management of DTFC,OTD Ageing Inventory, distribution planning.

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**Aug' 05 – May' 07 with Bausch & Lomb Sales India Pvt. Ltd., Delhi as Regional Logistics Executive-North**


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**Notable Accomplishments:**

- Order Management, Finalization of Distributors from Logistics side and last mile delivery
- Long term and short term Demand Planning and forecasting for the Regions as per aligned with Marketing
- Coordinate product availability within the supply chain, customer service, and marketing functions
- Vendor Development and Contract Management.
- Inventory Management and Controlling of Obsolesce.
- To ensure continuity of supplies to all Distributors during the year through the most cost efficient solution.
- Warehousing and transport management

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**May' 01 – Aug' 05 with Asian Paints India Ltd., Delhi as Branch Commercial Officer**


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**Notable Accomplishments:**

- Order Management and Customer service for Direct Dealers/ Retailers of Delhi & NCR.
- 3 PL Management for Delhi North and East Branches.
- Branch operations management, Sales Tax and commercial/Indirect Procurement
- Coordination with Factory, Regional distribution centers to ensure timely supply to Dealers/Retailers.
- Warehousing/Logistics and Inventory Management and forecasting.
- Vendor Management and Contract Management (C&F agents and Transport).

**SCHOLASTICS**

- ➔ **MDP in Supply Chain Strategy\_- IIM Kozhikode – 2021-2022**
- ➔ **Advance Diploma in Business Administration and Management -2021-2022**
- ➔ **MBA –Supply Chain Management –(Pursuing) -Welingker Institute of Management-2021-2023**
- ➔ **PGDCA (Post Graduate Diploma in Computer Applications) –Indian Education Centre**
- ➔ **B.COM. –Himachal Pradesh University**

**Other Credentials:**

- ➔ **Attended various management programs related to Team building and Leadership skills, Negotiation and Project planning.**
- ➔ **Got Award for Rising Supply Chain Leader of the Year -2021-2022 from Quantic**
- ➔ **Got Award for Best Supply Chain Planning from Krypton.**
- ➔ **Got Award for Prism Johnson Ltd. Theory of Constraint (TOC) Implementation in Supply chain Operations Transformation from IDC.**

*IT Forte: Well versed with MS Office and SAP SD & MM Module.*

**PERSONAL DOSSIER**

**Date of Birth:** 14<sup>th</sup> May 1977  
**Languages Known:** English, Hindi, Himachali & Punjabi  
**Address:** C-1202.Bhoomi Acres Phase -1,Thane West,Thane,Maharashtra

**All information specified here are true in best of my knowledge. I am willing to produce all original certificates on demand at any stage.**

(NITIN DUBEY)