

# SWAPNIL GAIKWAD

Mumbai, India | [swapnil.gaikwad1012@gmail.com](mailto:swapnil.gaikwad1012@gmail.com) | +91-7350583636 | LinkedIn

## Executive Summary-

Results-driven **Supply Chain & Procurement Leader** with 15+ years of expertise in **Procurement, Demand, Supply & Production Planning, Distribution, Logistics, and Warehouse Operations** across FMCG, Nutraceuticals & Chemicals. Proven success in managing **\$180M+ monthly sales operations**, leading **17+ CFAs**, and achieving up to **25% cost savings** through process optimization. Strong SAP/ERP skills, strategic vendor negotiations, and cross-functional leadership. Experienced in **end-to-end supply chain**, from raw material sourcing to **production scheduling** and final distribution. Adept at implementing **cost-effective, compliant, and sustainable practices** while building strong supplier partnerships.

## Core Competencies-

Procurement & Vendor Management | Demand, Supply & **Production Planning** | Distribution & Logistics | Warehouse Operations | COGS & Cost Optimization | Forecasting Accuracy | Stakeholder Engagement | SAP (MM, PP) | Continuous Process Improvement | Production Scheduling & Resource Optimization

## Career highlights-

- Managed **\$40M Procurement Budget**, driving cost savings via supplier optimization
- Improved **forecast accuracy to 80%** and **OTIF to 90%+**
- Delivered **20% boost in delivery performance** through system improvements
- Maintained **95%+ customer satisfaction** across organizations
- Supported **250+ SKUs & \$180M monthly sales** via demand planning & distribution
- Strengthened **collaboration across procurement, production & logistics**, ensuring smooth operations

## Professional Experience

Peter-Lacke India Pvt. Ltd. – Mumbai

Assistant Manager – Procurement & Planning | Mar 2024 – Present

- Procured 300+ raw materials with a monthly spend of \$40M
- Delivered 10–12% annual cost savings through alternate sourcing
- Achieved 98% order fulfilment by aligning production & sales forecasts
- Reduced surplus inventory by 15%, ensuring zero stockouts
- Developed production plans in line with sales demand, ensuring optimal machine utilization & minimal downtime
- Collaborated with manufacturing teams to streamline scheduling and improve capacity planning by 12%
- Monitored production KPIs (cycle time, capacity vs. output) to enhance efficiency and reduce bottlenecks
- Implemented supplier performance metrics to ensure on-time delivery and quality compliance

**Food Service India Pvt. Ltd. – Mumbai**

**Manager – Distribution | Aug 2022 – Jan 2024**

- Led demand planning for 250+ SKUs across 4 CFAs; achieved **90% OTIF**
- Managed **\$180M monthly sales volume** in FMCG portfolio
- Boosted delivery performance by 20% via optimized logistics
- Achieved **95% customer satisfaction & 99% order accuracy**
- Directed warehouse ops (40k–45k sq. ft.), ensuring compliance & FIFO
- Implemented advanced route planning tools, reducing logistics cost by 8%

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**Hexagon Nutrition Ltd. – Mumbai**

**Asst. Manager – Distribution | 2017–2022**

- Improved forecast accuracy to 80%, reducing excess by 15%
- Oversaw 20+ SKUs across 17 CFAs with **95% OTIF**
- Managed ₹50L/month e-commerce sales (Amazon, Flipkart, 1MG)
- Led automation initiatives, improving warehouse turnaround by 10%

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**Coromandel Agrico Pvt. Ltd.**

**Executive – Supply Chain | 2016–2017**

- Supported procurement & logistics for seasonal demand

**Oetiker India Pvt. Ltd.**

**Asst. Manager – PPIC | 2014–2016**

- Managed production planning, scheduling & inventory control for automotive components

**Kansai Nerolac Paints Ltd.**

**Officer – Supply Chain | 2008–2014**

- Handled raw material procurement, warehouse operations & distribution planning

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◆ **Education**

- PGDBA (Supply Chain & Ops) – Welingkar Institute, Mumbai | 2023–2025 (Pursuing)
- B.Com – Mumbai University | 2005

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◆ **Skills**

📁 SAP (MM, PP), ERP Systems | 📈 Advanced Excel, Data Analytics & Reporting | 🗣️ Leadership & Negotiation | 🤝 Cross-functional Collaboration | 🔄 Continuous Process Improvement | 📅 Production Scheduling | 📊 Capacity Planning | 📊 KPI Monitoring

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◆ **Personal Info**

**DOB:** 10 Dec 1983 | **Interests:** Travel, Music, Carrom  
**Current CTC:** INR 11.50 Lacs PA | **Notice Period:** 60 Day