



# Vijayaraghavan Krishnamurthy (Vijay)

Supply Chain Leader

## PERSONAL INFO

DATE OF BIRTH  
10 June 1976

NATIONALITY  
Indian

YEARS OF EXPERIENCE  
24 years

## CONTACT INFO

Secunderabad,  
India

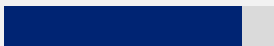
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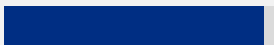
[Vijayaraghavan  
Krishnamurthy](#)

## LANGUAGES

ENGLISH



Tamil



Hindi



## ABOUT ME

Supply Chain Leader with strategic outlook to manage Sales / Pre-sales and Portfolio.

A thorough professional leading transformation programs for various industry verticals - Retail, CPG, Automotive / Industrial manufacturer in improving forecast accuracy, improving COGS, optimising inventory.

## EDUCATION

- 1991 ● Kalyana Sundaram Higher Secondary School  
SSLC (STD X)
- 1993 ● Kalyana Sundaram Higher Secondary School  
HSC (STD XII)
- 1997 ● Shanmugha College of Engineering (SASTRA)  
B.E (Mechanical)
- 2005 ● Symbiosis Institute of Distance Learning  
PGDBA

## CAREER TIMELINE

Chairman Award  
for Best Project



JDA

Functional Architect

1998 1999 2000 2001 2002 2004 2005 2007 2012 2017 2022

Hydraulics Limited  
Engineer

Quality System  
Implementation Award

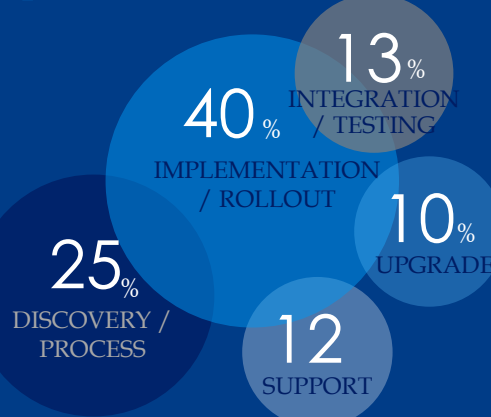


Infosys

Principal Consultant

Most Valuable Player,  
Best Transformation  
Project (Client Award),  
Inspire  
Sustainability Champion

## SERVICE EXPERTISE



## SKILLS

PORTFOLIO MANAGEMENT



PROGRAM MANAGEMENT



CONSULTING



PRE-SALES



OCM



## Domain Expertise

- Retail
- CPG
- Automotive
- Industrial Manufacturing

## Tools

- BlueYonder Demand, Fulfillment, ESP, Allocation, Space Planning, Enterprise Planning, Shipment Scheduler
- Oracle DB, PL/SQL
- MS Office
- Control M
- Azure Board

## Certifications

- CII SCMPro
- CII SCAPro
- CII WMPPro
- Six Sigma Green Belt
- JDA Demand
- Luminate Demand Edge
- Luminate Control Tower
- JDA Enterprise Supply Planning
- JDA S&OP
- JDA Allocation
- JDA Space Planning

## Hobbies



## Relevant Experience

### Portfolio Management

- **Strategic Planning, Business Planning**, Demand and Supply Planning - Devised and executed strategy to build the SCM practice – 10 times growth over a period of 6 years, aligning with organisation's growth plan
- Develop mechanisms for **monitoring project** progress & for intervention and problem solving with Program / Project managers and clients
- Assist in **Risk Mitigation** by identifying risk elements and developing mitigation strategies for projects
- Strive for **continuous improvement** in the efficiency of various projects/processes through automations and/or streamlining the work flows
- Execute **Go to Market** Strategy based on the growth opportunities in various Geos and portfolio strengths
- Manage the **Alliance relationship** with Product Vendors Globally as well geo focussed (EMEA, APAC) focussing on Collaboration opportunities / Go-to Market strategies, Skills enablement
- Manage the **Sales cycle** effectively from Lead generation, RFI / RFP response – solution / estimation, Client presentations, Contract negotiations and Deal closure, as a Pre-Sales lead across the Supply Chain practice
- **Practice CoE** building and talent enablement of talents

### Consulting / Program Management

- Led **Allocation & Replenishment** implementation program for a leading retailer and improved their DC to Store Allocations by **15%**.
- Drove Organisational Change Management activities for **Demand and Supply Planning** implementation for a leading wholesale retailer in APAC market. Change Management was achieved in **6 months**.
- Led a transformation program to improve the **forecast accuracy** by **18%** leading to year-on-year cost savings for a wholesale retailer. We used the technique of nullifying the seasonal variations within a particular region, standardised the International Sourcing process across markets and designed a process for managing Safety Stock for various articles.
- Re-designed the **S&OP process** and improved the **forecast accuracy** by **12%** for an Industrial Manufacturing customer for their North America and North Asia business, by implementing a forecasting solution leveraging AI / ML and building a forecasting workbench
- Re-designed the **Merchandise Financial Planning** process for a leading apparel company, through the implementation of BlueYonder Enterprise Planning solution
- Improved the forecast accuracy, COGS and **optimized the inventory position in various nodes** of the supply chain through the implementation of Integrated Supply Chain Planning solution, covering 9 process areas, for a leading Food and Beverage customer. This included the pilot of the BlueYonder solutions – Demand, Enterprise Supply Planning, Inventory Optimization and Shipment Scheduler to one market and deployment to 7 other markets in the APAC / AMESA region.
- Assessed the current **S&OP** process and improved the process as part of the **Global Planning Solution** implementation for a leading ingredient manufacturer. This included the implementation of BlueYonder solutions – Demand, Fulfillment, Enterprise Supply Planning, S&OP to North America and rollout to Europe, APAC and South America.
- Improved the **forecast accuracy** and **Store Allocation** for a leading retailer by replacing the legacy systems (Infoterm and Homegrown) with a Global Replenishment Solution running BlueYonder Demand, Fulfillment and Order Optimization. This included the deployment of the solution to 8 different countries in 4 different instances.
- Supported the implementation of **S&OP system** to carry out the S&OP process effectively for a leading European Automotive client.
- Re-designed the **Demand Planning process** and deployed a **Long Term Demand Forecasting** solution for the UK business of a Food and Beverage customer.
- For a leading CPG manufacturer, Supported various initiatives including Upgrade, Rollout of **Demand and Replenishment** solution to different businesses, Rollout of solution to acquired businesses, **Integration with ERP systems / retouch of the integration during business acquisitions** and split of the solution to different companies when the parent company split.