

G. MAGHARA DEEPAN

~ Senior Professional ~

~Materials Management ~ Procurement ~ Supply Chain Management~



gmdeepan@hotmail.com



+91-9790039317

Key Impact Areas

Supply Chain Management

Project/Opex Procurement

Global Sourcing/ Purchasing

Logistics /Inventory / Warehouse Mgt.

Material/Order/ Cash Flow Management

Cost Reduction & Budgeting

Customer/ Stakeholder Mgmt.

Process Improvement

Negotiations & Pricing

Lean System Implementation

New Product/ Components Dev.

Project Transfer

Contract / Claim Management

Techno-commercial Activities

Supplier/Vendor Development

MIS / Reporting

Team Building & Training

Profile Summary

- **Strategic Leader** offering impeccable career of **over 27 years** in driving large engagements such Planning, Purchase, Logistics Operations, Warehouse Management, Supply Chain Management, Transport Management, Inventory, People Management & CRM
- **Transformed Supply Chain Management from a mere 'Functional Role' to more of a 'Strategic Role'** by evolving & deploying supply chain management vision, policies, systems & processes, strategies & solutions which led to profitable and sustainable growth of the organization
- **Expertise in Purchase & Procurement of Materials and Service** with record of innovative success in **tactical & strategic sourcing for multiple locations/geographies across the globe** and offering top performing **solutions for purchase/projects issues**; leveraging standalone expertise in making timely decisions
- **Excels in managing and monitoring receipt of all the materials**, ensuring inspection, storage, issue, establishing stock control and identifying surplus & obsolete materials and ensure liquidation of the same
- **Excellence in framing the costing & proposal for logistic solution** as well as establishing the **rate contracts** with Transporters & C&F Agents
- **Streamlined working SOPs** for enhanced operational effectiveness; acted as an **escalation gate to resolve all operational issues**
- **Exhibited excellence in** utilizing qualitative and quantitative skills in negotiating price with **International /Domestic Vendors** without compromising on the quality; ensuring adherence to defined Quality Standards
- Skilled in implementing **warehouse rationalization strategies to optimize distribution network & reduce complexity** along with reduction in costs and enhancement of services
- Proficient in designing & developing systems and procedures to implement **inventory control, order management, production planning** that assures availability of **materials & transportation** in accordance with **Just-in-Time delivery schedules, while maintaining minimum inventory**
- **Key People Leader**, who has successfully led & motivated teams towards growth and success in the organization; created a clear & view of future through coaching and execution; groomed the team with expertise on various facets as per requirement of the businesses which later resulted in reducing the attrition rate

Career Timeline

Brakes India Limited,
Sundaram Polymers
Division, Nanjangud,
Mysore

Rane Brake Linings
Limited, Chennai

Elgi Equipments
Limited, Coimbatore

Jun'93-Jun'00

Jul'00-May'01

May'01-Sep'06

Jul'12-Aug'16

Since May'07

Jul'00-May'01 with Q-
Flex Cables Limited,
Chennai

Framatone Connectors
International-Automotive
Division, Cochin

Professional Affiliation

Indian Institute of Materials Management & Senior Technician in Institution of Engineers (India)

Technical Skills

MS-Office, Software Packages SAP, Oracle, Foxpro, BaaN & Mfgpro Applications

Notable Accomplishments Across the Career

- Eliminated forecast, procurement & on-time dispatch to customers for Domestic and Exports worth INR 2800 MN per annum
- Established:
 - Service level agreement and reduction time from 15 days to 7 days for runner parts
 - Bin quantity fixation formula and automation
 - Purchase order & amendment automation
 - Automated milk run triggering system
 - Procurement method for– Two bin (Kanban), Milk run (Daily) & Forward cover (long lead items) from manual system
 - Lean in Materials function and Lead time Management (Fixation, Monitoring & Reduction) thus reducing lead time from 3 days to 1 day for milk run item
 - Visual control inventory system and defined stock to have better inventory control
- Improved white-collar productivity by system improvements & reports design there by eliminating manual work
- Implemented:
 - E-mail triggering to supplier instead of manual information for milk run and two bin items
 - Transfer tracking system (transfer after development to regular procurement)
- Saved overall cost by INR 4 Mn in 10 and INR 2 Mn per year through turn over discount, negotiation and developing alternate source
- Implemented procurement systems like milk run (daily), two bin (lead time within 15 days) & forward cover (long lead time imported items)
- Transformed Gate entry system & developed reports useful for procurement
- Bagged Elgi Management System award for successfully establishing lean concepts in material procurement
- Introduced new system based procurement system, for long lead parts (Eliminated forecast buying)
- Coordinated with 5 countries, 75 suppliers, 300 parts for three plants for [procurement needs]

Framatone Connectors International-Automotive Division), Cochin

- Managed new projects implementation and transfer of projects from Ireland to India
- Gained international exposure of attending MFG pro & Supply chain function training in France & Ireland in 2006
- Supervised import operations from France & Ireland

Rane Brake Linings Limited, Chennai

- Managed local and imported materials from Japan, UK, and Austria; bagged Deming (TQM) award from Japan
- Primarily checked the air freight elimination, alternate source development and implementation of SAP & TS 16949
- Successfully reduced overall cost by 1 Million
- Gained international exposure of attending Symposium / Supplier visits in Germany & Austria in 2002

Q Flex Cables Limited, Chennai

- Successfully reduced overall cost by 1 Million

Brakes India Limited, Mysore

- Primarily participated in materials system change from Ingress to Foxpro

Organisational Experience

Since May'07 with Elgi Equipments Limited, Coimbatore (ISO 9002 company, MNC)

Deputy General Manager (DGM) GSC Operations

Sep'06-May'07 with Framatone Connectors International-Automotive Division, Cochin

Deputy Manager (Supply Chain Management)

May'01-Sep'06 with Rane Brake Linings Limited, Chennai

Deputy Manager – Materials

Jul'00-May'01 with Q-Flex Cables Limited, Chennai

Manager – Materials

Jun'93-Jun'00 with Brakes India Limited, Sundaram Polymers Division, Nanjangud, Mysore

Assistant Officer – Materials

Key Result Areas:

- **Leading cross-functional team members** for spearheading entire gamut of Supply Chain Management activities inclusive of purchase, warehouse management, logistics operations, material management and so on
- **Formulating budgets, global procurement strategies & category structure** aligning with corporate and regional stakeholders to drive overall total cost of ownership
- **Administering supply chain function** entailing supply planning, certification, logistic operations (inbound, warehousing, outbound)
- **Releasing procurement guideline & policy to set-up the procurement department** and managing commercial & compliance value of centralised sourcing
- Heading team to meet **demand fulfillment** by ensuring **On-Time-In-Full supplies** against **budget / forecast** ensuring management of inventory and procurements within budgeted rates
- **Managing material & inventory levels** for ensuring ready availability to meet procurement & dispatch targets, while designing & scheduling material procurement plans for raw materials, consumables & maintenance items
- **Actively studying purchase requisition**, monitoring stock, estimating requirements of quantities of the Bill of Materials (BOM), placing of order for the materials & techno-commercial evaluation of Quotation, BOM Preparation and Costing of product, Price Negotiation, Business Allocation to suppliers
- Ensuring **periodical inventory checks for inventory accuracy** and avoiding stock out and planned for dilute non/slow moving stocks and correct the figures with ERP
- **Driving Continuous Process Improvement (CPI) initiatives** relating to people, process, technology & sustainability pillars
- Directing end-to-end **logistics operations** inclusive of maintaining **inventory records, stock control, shortages, shipment details, expenditures and fleet tracking** for on-time reporting at customer site
- Streamlining **customs documentation** at all major ports, developing **dispatch/shipment plans** of the cargo, analyzing POs, Credit Memos, LOCs, Claims, resolving product complaints & many more
- **Developing & negotiating with vendors/suppliers** for the **right material/price/sourcing & evaluating vendors/suppliers performance** in terms of quality, cost, delivery (QCD) and service for achieving cost effective purchases of materials; raising purchase orders for supply & work orders
- **Establishing alternate vendor base of material** to achieve cost reduction, increase revenues, streamline process workflow and to create a team work environment to enhance productivity innovatively for in-house and vendor's parts
- **Working extensively on SAP for registering Vendors, creating Purchase Orders (POs)**, maintaining record of vendor payments, keeping track of POs, & so on
- **Coordinating with external agencies for techno-commercial negotiations**, preparation of contract documents, cost estimates, including billing, variation proposals & many more; ensuring annual rate contract and service contracts are signed and maintaining for repeat purchases of standard items & services
- **Leveraging spend management & quality analysis** for improving procurement efficiency
- **Negotiating with the suppliers to clarify contract, delivery, terms of payments** and other issues to optimize cost and delivery time and conditions
- Documenting & maintaining **weekly, monthly supplier scorecards** which included supplier performance, supplier part rejection performance, on-time delivery; conducting meetings with top management to discuss about low performance suppliers; preparing **MIS reports**

Academic Details

- PG Diploma in Supply Chain Management from CII Institute of Logistics from Indian Institute of Materials Management in 2006
- M.Phil. (Management) from Alagappa University in 2006
- MBA from Bharathidasan University, Tiruchirappalli in 1999
- PG Diploma in Import & Export Management from Indian Institute of Materials Management, Baroda in 1999
- PG Diploma in Plastic Processing Technology from Central Institute of Plastic Engineering & Technology, Chennai in 1995
(Ranked 2nd in First semester & 3rd rank in Second semester at PAN India level)
- B.Sc. Applied Sciences from Coimbatore Institute of Technology, Bharathiar University in 1992

Technical Trainings

- Studies on Poly Urethane Foams at Ind. – Ital Chemicals Limited, Chennai
- Related Theory & Practice in Automated Pneumatics and Hydraulics in Industrial Applications at Advanced Training Institute, Government of India, Ministry of Labour, Chennai
- Internal Auditor Course of ISO 9001 Quality Management System at Institute of Industrial Administration & Management

Personal Details

Date of Birth: 9th December 1971

Languages Known: English, Tamil & Kannada

Address: Flat No. 305, Third floor, "Sri Ramanan Nivas", Spring field vestal, Behind bimetal bearings, Rams Nagar Extension, P N Pudur–641 0141, Coimbatore