



Prasenjit Chakrabarty

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A visionary leader targeting assignments in **Supply Chain Management, Project Management, CRM, New Business Development** with an organization of high repute

Location Preference: **Open For Relocation**



Core Competencies

Project Management

Financial Planning

Customer Service

Reporting & Documentation

People Management/Networking

Business Development

Quality Control

Team Building & Leadership

Supply Chain Management



Profile Summary

- A High-Caliber Professional with **over 24 years** of experience in Supply Chain Strategy - planning & procurement, New Product Development, Turnaround, P&L Management, Reporting, COGS, Revenue & EBITA Growth, Zero Base Budgeting, MS & Agile Projects, SAP/ Navision, SCM & CRM, Legal Management, Wage Settlement & IR and so on
- An effective communicator with **excellent presentation, interpersonal, negotiation, analytical, turnaround**, business management & leadership skills
- **Spearheaded** operations of 3 manufacturing plants in India & **P&L reporting** to Global Team in Europe/Asia; a visionary leader capable of **managing a team of 2000 team strength** (Direct Reporting 10)
- Key member of Management Committee and Top country Leadership Teams; Key Stakeholder of New Brand Introduction of Oaksmith IMFL with Japanese and Spanish Team Support; Key Team Member of Yatte Minhare Award from Suntory Japan for Oaksmith development
- Outstanding success in managing projects like **Greenfield and Brownfield Project and SAP Implementation project**; record of consistently achieving the projected targets, building dynamic team
- Expertise in Project Planning, Lean, TPM & TRACC Business Development, Customer Support, Manufacturing, Sourcing, Automation, Sales and Customer Support
- Specialized in 100% Compliance and Business Conduct involving the US Foreign Corrupt Practices Act, UK Bribery Law, Indian Prevention Of Corruption Act
- Diversified experience in Foods & Beverages, FMCG & Chemical Industry
- Created and sustained a dynamic environment that fostered development opportunities and motivated high performance amongst team members
- Bagged **2 Value in Action Award** from Beam USA (The plant won 3 more Award Category)



Career Timeline

Kansai Nerolac
Paints and Asian
Paints

2005-2009

United Breweries
Limited

2009-2013

Berger Paints

United Breweries
Limited

2013-2015

Beam Suntory
Spirits & Wine

2015-2019

Carlsberg India
Limited

2019-2020

Education & Certification

- Management Essentials from Harvard Business School in 2019
- Everyday Leadership - UIUC US in 2018
- MBA - Operations from SP Jain Institute of Mgmt. & Research in 1993
- BE – Chemical from Jadavpur University, Kolkata in 1992

Work Experience

Mar'19 to Nov'20: Beam Suntory Spirits & Wine as Plant Controller

Key Result Areas:

- Successfully managed an OU of \$780Mn annual capacity, Indian Manufacturing Units (Three Plants- One in Delhi NCR and 2 in Goa) producing IMFL and Scotch whisky and reporting to International Region
- Accountable for P&L Management - reporting to region in QBR, MBR meetings

Significant Contribution:

- Successfully developed vision & roadmap to enhance 1Bn \$ by 2030 with 47% Gross Margin; presented the planning to the Global ELT Team of USA and India (created & presented a video on sustainability which was broadcasted across all business operations across the world)
- Highly successful in implementing - SAP PP & QM Module introduction in India; proactive participation in a Global Cross-Functional Team & led to manage Operations Team to achieve the Milestone despite the global pandemic
- Engaged in Product/Business Development (Brand Extension) of Packaged Drinking Water, Product Value Engineering generating saving worth \$30Mn p.a. (executing/reporting to US ELT (NY) meetings)

Aug'15 – Mar'19: Carlsberg India Limited as Brewery Head Kolkata

Key Result Areas:

- Help build Turning-around Kolkata & Alwar Plant – ensured overall improvement in Safety, Quality, Delivery, and Cost; initiated rapid infrastructural development to upgrade the efficiency and compete with more modern Breweries – successfully controlled COGS by 23%; enhanced in-plants Plan compliance to 97% (The Plant has been recognized as the second-best in COM audit across India)
- Expertise in Assessment and Change Management; involved in capacity expansion of Kolkata Plant from 30 to 60 KHL/month
- Reviewing of COM Audit (Carlsberg Operating Manual) for 8 Indian Plants and reporting to APAC Region

Significant Contribution:

- Automated Utility operation to reduce the headcount and improvement of productivity along with improvement in quality consistency
- Ensured wage settlement of Local Union (Alwar and Kolkata)
- Executing strategies to improve OEE by 41% and consistently producing with 97% Plan Compliance (Automated OEE Measurement and Predictive Maintenance); 30% reduction in customer complaints; hand-on experience in Predictive Maintenance Tools & developing SMED

Nov'13 – Jul'15: United Breweries Limited, Ludhiana as General Manager

Key Result Areas:

- Assigned to manage an old plant with 20 year old machines & very technically competent workforce; successfully managed a 0.4 Mn HL per annum Beer Production Plant - with a strong unionized set up in Punjab
- Installed SICPA integrated bar-coding system for Delhi ESCIMS; increased sale by 20% which resulted in 25% Top-line growth for Delhi dispatches (Company was able to capture 4% Mild beer market share growth in Delhi)

Previous Experience

Sept'09 – Oct'13 with Berger Paints, Goa as General Manager - Panjim & Kolkata

Dec'07 – Aug'09 with Kansai Nerolac Paints as Plant Manager - Thailand & Delhi

Mar'05 – Oct'07 with Asian Paints Mumbai as Sr. Manager - Supply Chain

Dec'01 – Feb'04 with ICI India Limited - Nitrocellulose as Customer Support, Sales

Mar'98 – Dec'00 with Daurala Organics Limited (Projects)

Jul'95 – Feb'98 with WOCKHARDT Limited (Production & Product Development)

Personal Details

Languages Known: English, Hindi and Bengali

Address: Kolkata

Nationality: Indian

Passport No.: R5506410