

DIRECTOR - GLOBAL MANUFACTURING and REGIONAL SUPPLY CHAIN RESUME SAMPLE www.timesresumes.com

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REGIONAL SUPPLY CHAIN DIRECTOR / GLOBAL MANUFACTURING DIRECTOR

Versatile **Regional Supply Chain & Global Manufacturing Manager**, with 20+ years of extensive experience in Supply Chain, includes expertise in manufacturing, warehousing, logistics, distribution, business engagement and execution of strategically large impact projects with production and supply distribution of around 500 million Litres with a cash cost of approx.80 million USD. Lead Customer Fulfillment (Logistics, warehousing & Planning) and Manufacturing operations for ASEAN, Korea and Japan with local, exports and Marine customer supplies. Accountable for Asia Pacific region and cut across business units to deliver, safe manufacturing operations, capital deployment, Greenfield and Brownfield expansions and people development. Seeking a challenging role as Regional Supply Chain Director for ASEAN/SEA/India & ME or Global Manufacturing Director.

KEY COMPETENCIES AND SKILLS

- ❖ **Expert** in international business development, cross-functional team leadership, competitive market positioning, and transforming struggling supply chain networks to deliver positive outcomes with strong and sustainable gains.
- ❖ **Create business process improvement**, utilizing entrepreneurial vision, technological understanding, and relationship management, fostering revenue growth, cost savings & improved productivity.
- ❖ **Successfully use management skills** in Cost control, Resource management, Manpower management, Process compliance, Planning & Budgeting, Performance management, Safety compliance and Risk management, Critical analysis and Problem resolution to lead the organization towards service level excellence and achieve performance targets.
- ❖ **Implement higher performance standards** through Organizational Management, Time Management, Training, Development and Human Resources Management.
- ❖ **Ensure Quality Control and Customer Fulfillment** through Strategic Business Planning and by implementing client specific Quality procedures, Quality agenda (Including tolling operation), Q-Standard and Engineering Process standards.

PROFESSIONAL WORK EXPERIENCE

ABC Co. Global Supply Chain, Singapore

Regional Customer Fulfillment & Manufacturing Manager, Asia Pacific

May 2013 – Present

- ❖ **Head the** Customer Fulfillment and manufacturing activities for Asia Pacific region consisting of Singapore, Malaysia, Vietnam, Thailand, Indonesia, Philippines, Korea and Japan.
- ❖ **Lead and control the functions of** a team of supply chain professionals (country CF Managers) who are directly responsible for the logistics, warehousing, distribution and demand/supply planning as well as Plant managers who are responsible for managing medium to large size plant operations.
- ❖ **Direct and control** the Marine customer service operations for Singapore, export manufacturing & distribution Hub at Malaysia and local manufacturing and distribution for the entire region.
- ❖ **Successfully coach** country managers in developing Service agenda for Asean countries in line with country sales and marketing strategy.
- ❖ **Effectively lead and drive Quality control process agenda** across the entire region by establishing baselines and creating a framework for sustainable quality delivery to customer.

SELECTED KEY ACHIEVEMENTS

- ❖ **Constantly reviewed** the progress made by cluster sales directors in adapting to changing market conditions and meeting demand. This led to the change in Route to Market for Indonesia, delivering **increased service level, customer heart beat and RCOP by 3%.**
- ❖ **Successfully delivered** an APAC initiative on OEM customers involving multifunctional teams comprising Marketing, sales & Technology.
- ❖ **Initiated capability development** for warehousing and logistics operations for the region. This resulted in Transitioning of warehousing operations from self-managed to 3PL/4PL at Japan, Singapore & Thailand delivering **0.8 million USD cash benefit** and professional warehousing and logistics operations.
- ❖ **Designed and implemented a Quality Control program** with a capital investment of 1 million USD across APAC, creating a structure for sustainable, **enhanced quality delivery to customer, and reduction in complaints by 42%.**

ABC CO. Global Supply Chain, Singapore

Regional Manufacturing Manager, Asia Pacific

April 2011 - May 2013

Head the Manufacturing & Engineering functions for India-China- Australia along with ASEAN.

Efficiently Steered “Program Leaders” across countries for breakthrough solutions on cost, speed and productivity for major capacity expansions; fundamentally altered the way in which new manufacturing capacities are delivered and created a competitive advantage. This drew the attention of all, even up to the topmost corporate leadership.

SELECTED KEY ACHIEVEMENTS

- ❖ **Achieved annual savings of 1.2 million USD**, on accountable cash cost and cost of goods in 2012. Successful in keeping cash costs flat YOY helping businesses to underpin incremental costs.
- ❖ **Achieved Capital expenditure efficiency of 1.6 million USD**, through project scoping, contractor scale and scope, with zero safety incidents.
- ❖ **Achieved a whopping 4.3 million USD cost avoidance across 3 countries**, through strategic initiatives developed in 2012, and spread over 3 years (2012 -15).

ABC Co. BP (Castrol) Global Supply Chain, China, Shanghai/Taicang

Plant & Supply Chain Manager, ABC Co. China

May 2009 – May 2011

- ❖ **Led and directed** the activities for reshaping of the Industrial lubricants supply chain for China Business, by re-engineering the network. Successfully **increased annual profit from 0.2 to 23 million USD.**
- ❖ **Coordinated** with “Bain Consultants” and **successfully developed “China Full Potential Plan”** - an outlook to **triple the RCOP by 2015.**
- ❖ **Achieved 146% increase in RCOP** (\$7.7 million in 2009 to \$19 million in 2010), with almost flat volume, and helped China operations to occupy 4th spot across Industrial BU.
- ❖ **Reduced operating unit cost by 55%** (from 24 to 12 cents per litre), delivering 1.9 Million USD in 2009 & 3.2 Million USD in 2010 to industrial business, through Localization, Cash cost, COGS & unit rate reduction.
- ❖ **Achieved sustainable working capital release of 6 million USD** through localization, source change and replenishment pattern (for B & C class finished products).

ABC Co. Global Supply Chain, Mumbai, India

Regional Engineering Manager – Asia Pacific

July 2007 – May 2009

- ❖ **Led and directed** the Capital allocation and execution of 20 million USD across all the plants and JVs in Asia Pacific including green field and brown field expansion projects.
- ❖ **Designed and established** capacity expansion projects in Vietnam, Shenzhen China and Singapore plants resulting in a whopping increase of 1.5X in capacity.
- ❖ **Implemented** a capital allocation and spend control process for a consistent and systematic approach on

managing fund allocation across owned plants, JVs & other assets.

- ❖ **Established** a network with global and local engineering forums, to impart world class project and engineering practices (Integrity Management) setting minimum engineering standards for lubricant plant and handholding the plant teams on engineering and process safety (PHA).
- ❖ **Nurtured, developed and set up** an engineering team with expertise in delivery of new production site in region with capacity to handle capital spends up to 30 million USD.

ABC Co., Silvassa, India

General Manager Operations – Silvassa Plant

Jan 2005 - July 2007

- ❖ **Led and directed the operations** of the single largest plant for servicing 55% of lubricants and 75% of Grease volume for India business.
- ❖ **Championed** the improvement in customer service by 90%.
- ❖ **Significantly** reduced the road safety risk by reducing the transporters base from 24 to 16 resulting in substantial **decrease in logistics cost** and **strengthened control on transporters** (being a high risk country).

PREVIOUS WORK EXPERIENCE

Network Optimization Manager, XYZ India – ABC Co., Mumbai, India

Jan 2004 - Jan 2005

Plant Manager – ABC Co., Paharpur, Calcutta, India

July 2001 - Jan 2004

Assistant Factory Manager - MNQ Industries Ltd

Oct 1989 - July 2001

PROFESSIONAL QUALIFICATIONS

- ❖ **Post Graduation** (Supply Chain Management) - Institute of Chartered Financial Analyst- India
- ❖ **BE** (Mechanical Engineering) - ABC college of Engineering, Bangalore, India

HONOURS AND AWARDS

- ❖ “Outstanding Performer”, ABC India Limited - 2004 & 2007.
- ❖ Member of ‘People Accelerator Program (PAP) as well as Emerging Leader Program, ABC Co.
- ❖ “BP GVP” award for driving the ‘Corporate Social Responsibility’ initiative.
- ❖ Awarded for ‘Best Customer Service and Cost Management’ within Global Supply Chain, ABC Co.

CERTIFICATIONS

- ❖ Chartered Engineer – Institute of Engineers.
- ❖ Six Sigma Green Belt – ABC Co.
- ❖ Lead Auditor ISO 9001/2000 – IRCA London.
- ❖ Approved Advanced EMS Auditor – GE.
- ❖ Process Safety Assessment Lead (PHA) – DuPont.
- ❖ Auditor for Safety & Operations – ABC Co.
- ❖ Project Safety Assessment Lead (PHSSer) – ABC Co.
- ❖ MS Project – Astro Wix.

MEMBERSHIPS

- ❖ Institution of Engineers.
- ❖ SCIC
- ❖ References available upon request.