

# ABHISHEK SIROYA

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Operations & Supply chain management professional with 14 years+ of operations and consulting experience across a range of industries. Led operational turnaround and supply chain efficiency initiatives for businesses in India and the Middle-east. Managed large scale operational excellence projects deploying Lean and Six Sigma methodologies. Six sigma black belt and PMP certified.

## Education:

Qualification	Institute/Board	Year
MBA (PGDM)	IIM Lucknow	2007
B. Tech.	IIT Bombay, Mumbai	2004
A.I.S.S.E. (XII)	CBSE	2000
<u>Certifications:</u> Six Sigma Black Belt (ASQ, USA); Project Management Professional, PMP (PMI ,Canada)		

## Competence Overview:

Supply Chain Optimization	Business Improvement & Operational Turnaround	Project Management
Forecasting & demand planning, Supply planning, Multi-location planning, Inventory management, Strategic sourcing, vendor processes, Warehouse & logistics operations management, MRP, fulfilment, Service level improvement, vendor review	Operational excellence ,Cash preservation, working capital improvement, cost reduction, unlocking capacity, Lean-six sigma, Developing metrics, analytical -data based process improvement, scaling-up best practices,	Cross functional team leadership Led consulting engagement teams & PMO Led country project managers and planners; Implemented & rolled out SAP ERP in 4 plants

## Experience Details:

**Director: Operational Turnaround  
India**

**Ernst & Young LLP  
[June2018–present]**

Responsibility: Led multiple projects and engagement teams, as a part of restructuring and turnaround services team with clients across sectors. Developed sector understanding in stressed situations to provide team leadership and drive improvements. Design and drive supply chain and operational improvements to deliver the bottom-line impact

<u>Client</u>	<u>Project</u>
<i>A Large Steel Player</i>	Acted as interim head of operations and supply chain. Integrated operations of 2 units, Revamped operations MIS, PPIC models and delivered cost reduction in supply-chain and logistics
<i>An edible oil major</i>	Develop and drive a comprehensive cost reduction program and establish a project structure to generate cost savings under new management regime
<i>Polyester Company</i>	Conducted deep dive into operations, identified & prioritized opportunities to develop operational turnaround plan for company under stress
<i>Computer peripherals company under stress</i>	Guided and directed a deep data analysis on large data sets to develop proposal for turnaround by segment and region
<i>Integrated textile and garmenting company</i>	Operational assessment and as-is operations mapping of yarn to garments integrated plant. Developed turnaround plan for the client
<i>Telecom infrastructure company</i>	Assisted in management and prioritization of scarce cash and working capital for client under stress
<i>Gaming Company</i>	Cash flow prioritization and monitoring across multiple Arcade gaming centers

**General Manager: Customer Service  
India and Exports**

**Rockwool India Pvt. Ltd,  
[May2016 –June2018]**

Responsibility: Leading Sales & Operations Planning (S&OP), logistics and O2C function for domestic and export channels. Plan, direct, train & control commercial activities to deliver customer value

- Oversee and manage exports & large project orders from planning to execution ensuring timely delivery
- Direct lead generation, demand planning, supply planning, logistics planning and receivables activities
- Manage complaint resolution activities, CRM activities and customer credit clearance processes
- Drive transport logistics and fulfilment operations to ensure timely delivery
- Plan, evaluate & execute rollout of new systems in line with country regulations (GST, exports)

**Group Manager: Operational Excellence  
India & Middle East**

**Alghanim Industries Insulation Group  
[2012 –2016]**

Responsibility: Identify and lead high impact supply chain and operational excellence projects in 3 business units (BU); Establish annual goals and objectives for commercial units in coordination with operations; Analyze data to drive decisions, manage performance of cross functional teams to ensure attainment. Project closures, Scale up, knowledge transfer and handover to relevant stakeholders.

- Coached multicultural staff in Lean & Six sigma methodologies to deliver 30+ cross functional green-belt projects and 100+ Kaizen improvements contributing up to 1/8<sup>th</sup> of the profits
- Developed data based sales forecasting and tracking system to effectively monitor contract activity across the regions. Developed and implemented new KPIs for sales
- Enabled and activated new sales channels to SEA region through cost reduction in outbound logistics
- Doubled the output of high value products and unlocked wasted capacity to turn-around Silvassa BU
- Negotiated and delivered new product capabilities to win a Rs.12 Cr. contract of a prestigious client
- Reduced materials cost by 12% & inventory by 23% through vendor process improvements

**Manager: Project Management Group  
Middle East & North Africa (MENA) Region**

**Kirby Building Systems  
[2009 –2012]**

Responsibility: Lead a team of 7 project managers and 5 demand planners in complex engineered-to-order projects scenario; Responsible for contracts review, design collaboration, availability of materials and timely execution of projects for MENA region. Answerable for project margins and financials

- Led central planning and sourcing of steel, chemicals and accessories of US\$ 35 MN annually
- Drive sourcing strategy for Steel and conducted vendor reviews for accessories.
- standardized SKUs for design and implemented probabilistic inventory models to increase inventory turns from 3 to 4 while improving service levels from 85% to 92%
- Implemented new perpetual inventory and cycle count procedures in stores. Freed up 20% storage space through 5S and vertical storage
- Implemented lean supply chain principles to reduce delivery cycle time of paints by 50%

**Team Leader & PMO Member: SAP Implementation  
Kirby Building Systems- UAE, India**

**Alghanim Industries  
[2007 –2009]**

Responsibility: implementation and support for SAP ERP in 4 Business units in India and MENA region.

- Re-engineered materials planning & project scheduling processes meeting SAP best practices
- SAP MM module – Functional training from SAP education (partner of SAP India)
- Led change management across the plants to align process owners and trained end users

**Engineer: BIW Production Line**

**Tata Motors Ltd. [2004 –2005]**

- Programming of robots; Reduced downtime by creating visual interface for operators to trace the faults;