

# BHAVIK M. PATEL

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## Permanent Address:

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## Education

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### The University of Tennessee, Knoxville

Aug 2010-May 2014

**GPA: 3.58, Cum Laude**

**Supply Chain Management GPA: 3.95**

*To pursue a position that best utilizes my breadth of Supply Chain experience and education in Supply Chain Management while leveraging my organizational and leadership ability.*

## Experience

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### Trelleborg Sealing Solutions

*Operations Process Manager and Customer Success Manager*

Sept 2018 – Jan 2021

#### Value Creation

Mt. Juliet, TN

- Driving Advanced Pricing Utilization from 27% to 96% through rigorous maintenance standards of Advanced Pricing while educating, leading, driving a successful culture within the Customer Success Advocate team to prioritize Advanced Pricing. Results: 12 continuous months of >80% Advanced Pricing Utilization while realizing 2019 Price Increase which resulted in increased Gross Profit.
- Coordinating with TSS Pricing Manager and implementing the Tariff Recovery process within TSS East to obtain tariffs for goods sourced from China, resulting in \$106,000 in tariff recovery in 2019.
- Developing Distribution Pricing Catalog for key distributors while managing the transfer of 298 non-strategic customers to streamline CSA efficiency in servicing the customers while also implementing a price increase.
- Drove TSS East Problem Inventory to below 10% for the first time since 2016 and maintained this level for 7 out of 20 months while also phasing out inventory programs for non-strategic customers. In addition, executing 16 Stocking Agreements for new and existing Stocking Programs to remove liability from Trelleborg should parts/program be obsoleted.
- Coordinate with Project Team and several departments within Trelleborg to successfully transfer customers out of Carolina Seal and into TSS East to ensure a seamless transition and create Customer Satisfaction by transitioning open orders, proactively giving notice of transfer to customers, and validating on-hand inventory from SAGE into JDE.
- Developed the process across Marketing Americas for annual transfers of customers from Sales Engineers or Marketing Companies to ensure JDE and C4C are maintained accurately.
- *Position terminated due to Covid-19 Pandemic*

### Caterpillar, Inc

*Leadership and Technical Development Program*

*Section Manager – Supply Chain & Shipping*

Jan 2017 – May 2018

#### Value Creation

Corinth, MS

- Motivating and coaching a team of material coordinators to execute schedules by ordering material to satisfy scheduling sequences while prioritizing safety.
- GM award nominee for the Innovation Award by replacing antiquated cell boards with live electronic cell boards tied into live material flow and sequence entry, resulting in higher material availability for production.
- Developing and maintaining team metrics relative to Safety, Quality, Velocity, and Cost and resulting in zero first aids, near misses, or recordable injuries.
- Implementing a Right Part, Right Time process for material ordered from local warehouse and delivered to Point of Use by standardizing seven supply chain defects and issuing Problem Solving Tools which drove Root Cause and Corrective Action in preventing future supply chain disruptions.

*Indirect Category Buyer – Facilities and Process Maintenance*

Jan 2016 – Dec 2016

**Value Creation**

Mossville, IL

- Leveraging multiple manufacturing and assembly facilities to the marketplace to competitively bid and contract indirect services resulting in \$4.2 million-dollar savings compared to individual purchase orders.
- Executing the first national bid for foodservice resulting in a 91% reduction of supply base and an additional \$2.1 million in rebates and savings.
- Creating and managing Master Service Agreements with process maintenance suppliers while driving 5% bottom-line savings and 10% cost avoidance savings year-over-year.
- Developing and maintaining Key Performance Indicators to measure supplier success for janitorial and uniform service providers.

*Inventory Team Lead*

Jan 2015 – Dec 2015

**Value Creation**

Peoria, IL

- Motivating and mentoring four team members to perform internal and external inventory audits to increase Inventory Record Accuracy.
- Increased subcontractor inventory record accuracy from 88% to 96% and In-House inventory record accuracy from 95% to 97% by increasing the frequency of inventory audits.
- Managed inventory audits through SAP and drove a 10% reduction in annual inventory adjustments from \$4 million to \$3.6 million.
- Created additional Sequencing locations within In-house assembly to stage material prior to material handling material to Point of Use.

**Georgia-Pacific, LLC**

*Regional Production Planner*

May 2014- Dec 2014

**Value Creation**

Atlanta, GA

- Balancing consolidated Market Demand with production capabilities and constraints to satisfy market needs of consumer paper products.
- Developing and maintaining key tools that consolidate production volumes with distribution center replenishment by establishing baseline Days of Supply.
- Communicating with production facilities along with Market representatives in order to align supply with demand.
- Providing monthly reallocation recommendations based on supply constraints to the Group President of Georgia-Pacific.
- Communicating weekly sales and inventory results to Directors and the Vice President of Supply Chain on a weekly basis.
- Developing a tool and reporting monthly inventory levels across the United States to Directors of their given market.

*Deployment Planner*

Dec 2013 - May 2014

**Value Creation**

Knoxville, TN/Atlanta, GA

- Scheduling and building efficient transfer loads from production plants to regional distribution centers.
- Optimizing transfer loads with respect to cubing-out versus weighing-out loads in order to increase utilization.
- Developing and managing relationships with production plant managers to schedule transfers, manage inventory, and drive down existing excess warehouse costs.
- Maintaining and improving existing Transfer Loads reports to maintain data integrity.
- Gaining alignment on which key metrics to track to produce a Production Plant Dashboard which consistently tracks the number of daily transfer loads with respect to plant capacity.
- Communicating to production plants and transportation daily to manage transfer loads in order to maintain product availability.

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**Additional Information**

- Proficient in JDE, C4C, Hubble, CARS, JDA, SAP, Microsoft Excel, Word, Access, PowerPoint, and Publisher
- Fluent in English, Gujarati, and semi-fluent in Spanish
- Nominee for GM award for Innovation Award (Caterpillar)