

SUNIL PATTEWAR

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Position in Product Operations & Launch, Solution Design, Customer Onboarding

CAREER SUMMARY

SUMMARY OF SKILLS

Business Skills

- Business Planning
- Supply Chain Management
- New Initiatives
- General Administration
- People Management

Management Skills

- Excellence in Analysis & Problem Solving
- Sound Decision Making Skills
- Strong Influencing Skills
- Achievement oriented
- Team Builder
- Persuasive Communicator

The Professional

- ✓ An incisive dynamic professional over 12 years of experience in Demand & Distribution Planning, Inventory Management, Warehouse & Logistics Operations etc
- ✓ Working as **Lead Operations-Freight Tiger (Logistics SaaS, Series A Funded)**
- ✓ Extensive background in complex and challenging environments with proven ability to achieve organisation objective.
- ✓ Well versed with work cultures & customer preferences in Indian Markets

The Focus

- ✓ Capable of translating the above Sales, Account Management, Commercial experience for assignments in Supply Chain Operations, Administration and Corporate Relationship Management
- ✓ Have a fair perspective on the Indian Business Environment with understanding of inter-relationships between diverse & complex tasks under Supply Chain Operations
- ✓ A focussed, learned and aware professional who wishes to apply the above qualifications and work experience with renowned Corporate

ACADEMIC CREDENTIALS

- **Executive Management Program (SCM & Logistics)** from IIT Delhi
- **PGDM (Executive-Full Time)- Operations & Supply Chain Management** from BIMM Pune.
- **Bachelor's Degree in Electronics Engineering** from MIT Aurangabad.

CAREER HIGHLIGHTS

From Mar'19 Freight Tiger as Lead-Operations (SaaS product)

Product Modules: Indents, Track & Trace, e-POD, APR, Managed Services, Bidding platform etc

- Participate in the full lifecycle of a client implementation from initial internal hand-off from our sales team to installation, system configuration, training and testing
- Develop a detailed understanding of the capabilities and limitations of the FT platform and integrations to meet client needs
- Work with our Product Management, Product Engineering and Support team to resolve issues that occur during the implementation/Launch
- Manage the implementation plan, sharing weekly status reports and having good, clear communications with all concerned stakeholders
- Set, manage and meet mutual expectations with the customer to ensure satisfactory completion of implementation projects
- Accurately record implementation project progress including effort, alerting and time recording
- Handle escalations where necessary and manage blockers with customer and internal resources
- Facilitate discovery and requirements analysis sessions with customers
- Develop project plans and project estimates in order to deliver on time and within budget
- Track and report project metrics to ensure project success and mitigate risk
- Complete an effective hand-off from implementation to Customer Success Manager and to other internal groups at the end of the customer implementation

Accomplishments:

- Designed KPI's for manufacturers based on FT modules
- Designed transporters matrix to monitor service quality & cost

Jan'18 to Mar'19 JP Transport Co. as Manager-Operations

Oct'16 to Dec'17 Adani-MSPVL as Manager-SCM

- Execute inventory control and stock management system
- Ensure integrity and stock accuracy (WOS) as per system norm at partner level on monthly basis
- Daily monitoring of shipments from factories to DC to ensure availability of stock on time
- Devising and implementing demand planning / forecasting process including generation of statistical forecast
- Participating in finalizing S&OP & moving plan (Volume & Value Based) in consensus with corporate sales & sourcing
- Collaborating with:
 - Extended Teams, assisting in reviewing SKU portfolio and thereafter making appropriate recommendations
 - Procurement Team and discussing about forward buying, production exigency controls, etc., in case of shortage of materials / products
- Ensuring timely:
 - Completion of supply planning cycle every month for all businesses
 - capacity based on demand and assist in developing recommendations on possible loss of supply, and prioritizing
 - Conversion of stocks as per discussion with Corporate Sales Team
- Monitoring & Controlling:
 - Stock availability, Safety Stock, ROL, Aging stock, SKU's rationalizations etc
 - SCM KPI in-line with HO guideline and highlight the gaps
- Managing the order flow and fulfilment process to ensure all orders are delivered to customers On Time in full (OTIF).
- Continuously Monitor all phases of workflow (Receipt of customer order or Punching of order or release of order or production [MTO & MTS] or order dispatched to customer and receipt of goods to customer) to ensure seamless operations.
- Assessing supplier performance in terms of fill rates and lead times and adjusting forecast models as appropriate

- Working with the procurement team to ensure purchase orders are placed in a timely manner and to have visibility on inbound stock and its impact on future order quantities
- Collaborate with production planning team to ensure production is on time
- Bridge with logistics team to ensure product shipment is on schedule
- Ensuring:
 - Inbound & Outbound logistics activity documented and recorded
 - Inventory SKU's are tagged and allocated at proper bins
 - Forecast accuracy (MAPE) & OTIF as per agreed SLA
 - Inventory Accuracy - 100%
 - Adherence to receipt & dispatch SLAs - 97%
 - Timely delivery - 95%

Aug'14-Oct'16 Samsung India Electronics Pvt. Ltd. as Assistant Manager-SCM

Feb'11-Aug'14 Zee Learn Ltd. (Essel Group) as Deputy Manager-SCM

Accomplishments:

- Played a vital role in:
 - Improving inventory accuracy by 12%
 - Reducing warehouse space which helped in saving Rs. 20 Lacs per annum
 - Enhancing demand planning process for accuracy
- Accomplished successful completion of the Reverse Logistics Project
- Created Standard Operating Procedures in the Supply Chain Department

Dec'07 to May'09 Transasia Bio-Medicals Limited as Engineer-PPC

Sept'05 to Dec'07 Portescap India Pvt Ltd as Engineer-PPC

PERSONAL INFORMATION

Date of Birth: May 20, 1984

Permanent Address: 35C/7, IAL Colony, Kalina, Santacruz (East), Mumbai- 400 029, India