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| **ROHIT**  E: [rohit.273202@2freemail.com](mailto:rohit.273202@2freemail.com)  M: C/o 971503718643  Visa Status: U.A.E Visit Visa |  |

**An enthusiastic and reliable Supply Chain Expert seeking a position that reflects my experience, skills and personal attributes including dedication, meeting goals, creativity and the ability to follow through.**

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|  | **EXECUTIVE PROFILE**   * **Results-driven and dedicated** with wide-ranging experience planning and leading Supply Chain Operations involving small- to medium-sized manufacturing environments in the UAE, Hong Kong and India. * Proven track record of significant contributions in **boosting production, improving revenues, reducing costs and optimizing inventories** leading to outstanding supply chain performance. * Adept in **leading and working with multinational teams and stakeholders** meeting challenging objectives and benchmarks. |

**PROFESSIONAL EXPERIENCE**

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| **FLUXLITE NIMS (P) Ltd.**  [www.fluxlite.com](http://www.fluxlite.com)  Jaipur, India  **Senior Manager**  Dec 2017 to Feb 2018  Reported to: M.D. | FLUXLITE KOREA is a global leader in LED Lighting technology, enriched with 24 years Research & Development backed with the state of art manufacturing facilities in KOREA & INDIA.   * **Steered LED manufacturing operations** by generating production schedules for multiple LED Assembly lines, defining zone wise manpower requirements. Managing four direct reports and 120 employees for OEM’s EESL, HPL, IB, and SYSKA. * **Actively interfaced with Vendors and Korean senior management** for order expediting, capacity planning, and material forecasts for LED components for LED Bulb, Street Light, T5 Batten from Korea and India.   **Selected Contributions:**   * **Improved hourly production levels by 34.5%** through redesign of operational processes for EESL 18W Street Light production |

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| **GULF AGLOW LED LIGHTING**  <http://gallighting.com/>  JAFZA, Dubai UAE  **(company got closed)**  **Supply Chain Manager**  Mar 2016 to Aug 2017  Reported to: CEO | Gulf Aglow LED Lighting FZCO is a diversified Lighting company, focused on improving people’s lives through meaningful innovation around Lighting. Headquartered in Jebel Ali Free Zone, Dubai, United Arab Emirates and originally established in 1994 with sales and services in more than 70 countries.   * **Spearheaded organisation Operations** to maximise resource usage, minimise inventory and lead times thereby ensuring that customer order serviceability is achieved to satisfactory levels. * **Developed Procurement strategy**for Luminaires (LED Downlights, Panels, Floodlights, High bays, T5 Batten) & Retrofit range (LED GLS, GU10,T8, Candle,PAR, Bullet), aligning with goal to offer right quality, right price and right supply. * **Launched** New products-**LED Linear High Bay, Modular Floodlight (140Lm/W) & improved versions of LED Floodlight, Panels** in shortest time by effective collaboration with Quality/NPD/Sales team. * **Managed efficiently Import/Export operations** by ensuring accurate submission of Customs docs and close coordination with shipping agents. * **Devised accurate & timely MIS** to present Production Plan, Customer order delivery tracker, Import Purchase Price Variation tracker, Materials Shrinkage analysis, Inventory Development tracker.   **Selected Contributions:**   * **Conserved organisation Cash outflow** by negotiating phased settlement of **1.5 million AED** overdue amount with Local/Overseas suppliers without impacting material supplies * **Decreased Inventory value** from 6.8 million AED to 5.5 million in a year, **reduction of 19.1%** * **Achieved Sales of AED 220,000** by converting non-moving FGs into saleable stock as well selling idle assets | |
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| **Independent Supply Chain Consultant**  Indore, M.P., India  Apr 2014 to Feb 2016 | As an independent professional, I offered Supply Chain Management consultancy to companies engaged in trading/manufacturing of Consumer durables, Lighting, FMCG-HPC.   * Identified customer requirements and offered efficient supply chain management services for business development. * Assisted the clients to understand procedural developments and provided them with the effective strategies and policies. | |
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| **GLAMROCK INTL**  [www.glamrockwatches.com/](http://www.glamrockwatches.com/)  Dubai, UAE  **Supply Chain Manager**  Aug 2012 to Feb 2014  Reported to: CEO | GLAMROCK Watches was founded in Miami in 2005 to respond to fast evolving tastes & behaviours of the Watch luxury market. The brand is Swiss Made incorporating the values of dynamic lifestyle, expressed through always evolving watch collections.   * Achieved high customer order serviceability by smartly juggling assembly schedules, components and watches avail. * Strengthened NPI process because of close collaboration with HK Product team and suppliers for the 1st delivery of a new model. * Effective Inventory Management resulted in huge positive impact on company’s cash flow. This was done by analysing components left from non-orders, slow moving items or components and collaborating with Product team to create new models for TV or website sales. * Build positive business relationship with suppliers to ensure lowest component prices and delivery of watch components in rational way, to avoid components being delivered and not immediately used. * Developed and executed accurate Avail reports, Supplier payables grid, Customer order status and inventory reports. * **Selected Contributions:** * **Achieved savings of 0.8 million USD** by using non-moving components (Cases, Dials, Straps, CCs) to assemble saleable complete Watches * Substantial manpower savings **(70% of staff downsized in SC dep’t.)** was achieved by introducing streamlined work processes and effective ERP system implementation * **Saved USD 100,100 in packaging costs** by cancelling unwanted POs of single supplier * Played a key role in the **successful launch of new Watch models** by managing supply of new components | |
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| **SCITRA**  <http://scitra.ae/>  Sharjah, UAE  **Supply Planning Manager**  Mar 2010 to Aug 2012  Reported to:  Head of Supply Chain | Scitra, an Albatha company, has been based in the UAE for over 30 years. During that time, it has become one of the GCC’s market-leading contract manufacturers of home and personal care products.   * Directed production planning and scheduling, demand forecasting, inventory management, customer service, order management, distribution and sales/order process management for all core technology segments of the group. * Shaped the key accounts of MNC Reckitt Benckiser Mena / Export and Diversey (now Sealed Air) meeting business goals regarding customer service, inventory turns and supply chain costs. * Guided the planning team to plan and manage 700 SKUs, ensuring highest customer service with lowest inventories and optimum production scheduling. * Supervised a modern warehouse of 12,700sqm ensuring FIFO and control of SMS and expiry materials. Determined warehouse capacity utilisation, took actions to resolve bottlenecks to meet business needs. * Generated RCCP based on available plant capacity & forecasted volumes & provide inputs for Annual Business Planning. * Build and sustained relationships with vendors to enhance speed of response to meet dynamic customer expectations. * Delivered achievement of KPIs and conduct gap analysis to measure actuals against target for missed cases (OTIF target >95%), volumes, MPS adherence, IRA, supply chain/warehouse expenses and Inventory Turnover Ratio. * Coordinated with HR for training needs analysis (PDP), continuous training and development of staff, succession planning and annual appraisals.   **Selected Contributions:**   * Achieved **record production of 3.88 million aerosol cans in a month** by reducing shortages of key inputs to an all-time low * **Improved company’s profitability by 5.5% in 2010** by resolving supply related issues * **Increased inventory turnover ratio from 0.42 to 1.0** in aspan of 10 months, without effecting Sales target * **Built an efficient supply planning team from scratch** including recruitment and training and development and implementation of systems and processes * Appreciation received from GM & HOSC for **successfully implementing GMP standards for warehousing** | |
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| **GULF ADVANCED LIGHTING**  JAFZA, Dubai, UAE  **Deputy Manager Production Planning**  Oct 2004 to Mar 2010  Reported to: CEO | GAL Lighting, an A.A.Al Moosa company manufactures and markets a wide range of light sources including compact fluorescent lamps, metal halide and dichroic halogen lamps meeting international quality standards.   * Refined the entire demand process for 631 finished lamps from initial forecast to warehouse replenishment. * Established weekly and monthly production planning to ensure on time, cost effective production runs with optimum inventories. * Coordinated monthly sales and operation planning to with sales, production, purchase, logistics and quality to meet customer serviceability targets. * Devised accurate reports on key performance indicators like customer serviceability, production deviation, sales order book and inventory statistics for effective management control. * Supervised 5000sqm warehouse with fast and slow-moving inventory of raw materials, packaging material, spares, consumables and finished goods. Implemented updated and improved standard operating procedures. * Commended through e-mails by the **CEO for excellence in performance.**   **Selected Contributions:**   * Improved **adherence of manufacturing production schedules with sales delivery plans from 60% to above 97%,** enabling **production of a record 1.5 million lamps a month** * **Reduced own-made capsule inventory by 36% in 1** year from an initial level of 4 million units * Improved on time availability of materials boosting **sales turnover by 35% in a single year** | |
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| **OSRAM INDIA PVT LTD**  Sonepat, Haryana, India  [http://www.osramindia.com](http://www.osramindia.com/)  **Assistant Manager Planning**  Apr 2003 to Aug 2004  Reported to: GM SCM | OSRAM India is a young and vibrant company and started its operations in India in early 1994. It is a wholly owned subsidiary of OSRAM GmbH, Germany, which in turn is a group company of **Siemens AG, Germany.**   * Coordinated production scheduling to meet Sales plan considering material and production constraints. * Contributed to maintaining ISO 9001:2000 certification as an Internal Auditor. * Joined as an Executive Trainee (Jan 1997) and was promoted to Executive Planning (Jan 1999) and Senior Executive Planning (Apr 2002).   **Selected Contributions:**   * **Improved finished goods availability by 95%** through accurate forecasting and scheduling * **Reduced the inventory of own manufactured finished goods by 62%** by developing sound forecasting tools * Played a key role in **implementing SAP R/3 PP/MM module** covering bill of material, production versions, routings, cost collectors, material master and work centres including staff training and solving transaction problems * Was a vital member of the Supply Chain team that **won the OSRAM Star award** | |

**EDUCATION**

* **MA Economics**, Jiwaji University, India, 1996
* **BA Economics**, Madras University, 1994 First Class College topper

**TRAINING**

* Developing World Class Strategic Leaders
* Management Development Program
* Certified ISO 9001:2000 Internal Auditor

**PERSONAL PROFILE**

* Date of Birth: 6 September 1972
* Languages: English and Hindi
* Nationality and Passport: Indian