

D.H. GOWTHAM KUMAR

IIM K - EMDP (Logistics & Supply Chain Management)
IIM V - Professional Program in Advanced Strategic Corporate Management

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Current Location: North Bangalore – Karnataka.

Career Objective:

To work in Leadership position and develop practically sustainable strategies to gain competitive advantage over competitors and consistently achieve beyond targets by being innovative, motivational and deliver Cost effective and Process efficient systems, making overall organization perform above Industry benchmark in terms of Customer satisfaction and Profitability.

Companies served:



Overall Work Dimension:

SCM / Logistics / Operations Head in different **Industries for 20 years** in top **Food / FMCG / Chemical / Cement** Industries working on SAP & DAX ERPs – Handled operations in Factories and Central DC (1.5 lakh SFTs area), 40+ Sales Depots across India - 6 plants - 5 Toller's - 3000 SKUs - EHS /ISO /Stat Coms – **200 Cr domestic & export sales Per Month** - 1500 MT production per day – 150 Trucks Per day – 30 Million articles delivered per year – Customer complaint resolution & CAPA

Core Areas of Expertise:

Strategic planning - Leading S&OP - customer centric business SOPs - SCM Dept. designing & Objective setting; Logistics & Distribution activities - Procurement & Inventory Management; Warehousing & Operations Management - Green Field project support; MS Dynamics & SAP ERP functional level – Manpower management & Training – Digital Transformation – Change Management - 3PL & Contract Manufacturing - QMS

1.Current Employer: M/s FOSROC CHEMICALS – Bangalore - Karnataka. From Dec-2014 to till date.

Designation: Manager Logistics (India & Bangladesh) - Reporting to GM SCM & Operations

Job Descriptions

- Head of Logistics for South Asia region, develop vision for the function in alignment with Leadership strategic vision.
- Sales of 1500 Cr PA and Procurement of 680 Cr. PA. with logistics spend of INR 100 Crores PA.
- Collaborating with Sales, Finance, Procurement and Operations on challenges and agreeing on solutions to achieve set target.
- Conducting Toll location audits to comply with SOPs.
- Driving weekly operations call in alignment with customer needs and SCM urgencies.
- Supporting SCM related challenges in S&OP meetings to meet factory targets.
- Lead Digital Transformation in SCM & Logistics Operations with customer centric approach.
- Additionally, handling Bangladesh new project logistics operations for Berger Fosroc Venture.
- Sourcing suitable logistics services (Transporters / WHs / 3PL / CFA) providers on PAN India basis.
- Inward & Outward movement from all factories and Suppliers locations.
- Define SLAs for logistics service providers to enable operations cost reduction.
- Developing liquid tanker transporter for both Inward and Outward in suitable cost effective and feasible model.
- Ensure valid legal logistics contracts with all service providers.
- Ensure the freight spent is within the budget or reduced consistently with efficiency driving programs. - Warehouse/ storage space to be leased as per dynamic situations suitable for short term and long term. Support in resolution of Commercial complaints and appropriate CAPA, enforce adherence by factories in avoiding incident.
- Ensure the Export /Import materials as planned and executed suitable to meet the business targets
- To explore and provide suitable solutions with alternate mode of transport like Railways / Waterway in case if they are feasible than Roadways
- Develop pipeline leads of service providers to match the growing capacities / volumes.
- To ensure 99% of sales happens on Fosroc transportation.
- To support a e the Export /Import materials as planned and executed optimally.
- To explore and provide suitable solutions with alternate mode of transport like Railways / Waterway in case if they are feasible than Roadways
- Develop pipeline leads of service providers to match the growing capacities / volumes.
- To ensure 99% of sales happens on Fosroc transportation.
- To support and develop strict control on truck loading pattern at factories to avoid damages.
- To monitor the performance of service providers and take necessary action to enhance their efficiency.
- Ensure escalations in logistics services are handled on priority without affecting the customer expectation/ sales targets.
- To Support SCM Procurement function in getting better landing cost and on time delivery of materials.
- To support SCM Procurement in buying critical RMs in case of urgencies.
- To ensure Risk is mitigated in logistics and SCM related activities with proactive projection / action.
- Ensure the factory / regional team is properly trained to handle the daily operations specifically relating WH and transportation.
- Ensure the appropriate data is prepared and presented as required by Management for new strategic projects.
- Build rapport and network with Govt and appropriate association to gain market intelligence and support. Visit factory locations and meet top customers to verify/ understand the challenges / feedback and on ground realities in services.
- To review the performance of logistics service provider on regular periodic basis and yearly meet is organized to motivate the highly rated logistics service providers

2.M/s BASF INDIA LIMITED - Coatings Division - Mangalore Plant, Karnataka.

Designation: Manager – SCM (Logistics & Toll Manufacturing - [Dec 2012-Dec 2014]

Job Descriptions

- Monthly S&OP meeting with production /planning / Marketing / Finance to de-bottleneck constraints to achieve business Targets.
- Responsible for handling Tolling Activities, Warehousing (RM+FG) @ Plant, Production Scheduling, FG Distribution across India.
- One point of contact to...A) Country level marketing teams to give product supply visibility. B) Central SCM team to support plan execution at shop floor level to meet the timeline commitments.
- Transportation Planning & performance tracking. Multi Model logistics.
- Monitor inventory control for RMs / PMs and FGs by reviewing stock norms, raise advice to Production and sales / marketing to realize cost effectiveness
- Manpower Management (40) (Cost Vs Output Vs efficiency) apart from 12 direct Reportees
- MHE - preventive maintenance & procuring.
- Safety Standards Compliances & improvements (PPEs / Process Safety /Corrective Actions)
- Tank Farm Safety & Work Permits compliances.
- Coordinate with Associations & other Government Departments.
- Meeting Legal / Accounts & Finance teams for Budgeting / monitoring and legal aspects of operations (Agreements / Licenses)
- Implementing TQM / SHE / ISO standards to achieve certifications successfully.
- New project related reports and review to meet the cost & timelines.

Achievements

1. Re-Engineered FG & Production planning mechanism, this transition helped company to met Customer COMMITMENTS and..
 - 1) RM issues reduced by 50%
 - 2) Machinery occupancy was increased by 25%
 - 3) Forecast accuracy increased by 15%
2. Cost effective & Efficient Excel based Material Storage & Identification system, resulting in operational efficiency increase by 100% & manpower utilization for 40%.
3. Developed warehouse performance monitoring system through 14 point Score Card mechanism, resulting in improved focus on analyzing & improving the activity based performance & cost.
4. Global Employee Survey – achieved green rating for SCM department.
5. Achieved successfully TS Audit (Global Quality) Certification for the WH operations 2013.
6. Implementation of Operational Excellence & Lean Management Concep

3. M/S DALMIA CEMENTS LIMITED, Bangalore & Chennai [Dec, 2010- Dec, 2012] Designation: Assistant

Designation: Manager – Logistics Reporting to Country GM-Logistics- [2 years]

Job Description:

- Handled 2 major states (Karnataka& Tamilnadu) & 2 UTs (Goa & Pondy)
- Logistics operations [50 Depots - 24 CFAs-3 plants]
- Multi Model Transport planning – Rake (Rail) handling
- Replenishment (Dispatch) planning & Execution – B2b & B2C(retail)
- Customer service management
- C&FA Management
- Depot Operations structuring & developing SOP
- Transport Management – Reducing material handling losses
- Statutory compliance - Godown space Rationalization
- Budgeting & Cost control - Commercial activities involved across the network
- Developing Score Card for Depots
- Handled direct team of 5 & Indirect 30 people
- CAPEX & OPEX Approvals – Project Planning & Costing realization
- Goal setting & KPI driving of the subordinates
- Supporting Leadership Team with ground level inputs
- MIS – Change Management.

4. M/S ASIAN PAINTS LIMITED, HYDERABAD [March, 2006 – Dec, 2010]

Designation : Senior Officer – Logistics Reporting to Manager (Distribution)- [4.10 years]

Job Description

- Distribution Activities from Regional DC-HYD to WHs (sales depots) across East India regions- AP, TN and Karnataka, WB [1Lakh MT despatches –FG]
- Overall coordination with Central Planning, 95+ sales depots -7 RDCs-40 OPCs – 10 Plants to achieve 100% customer service levels.
- Depot operations management [optimal location, facilities, assets, opening /closure] Transportation Management [Intro, Development, perm. monitor, freight nego.]
- Material Management [MRP planning, inventory level monitoring, safety stock]
- Warehouse Management [accuracy, damage control, FIFO, Stacking, Safety, 5s compliances] Customer Service Level Maintenance [Sku level – 2500 plus skus]
- Costing and cost control techniques in various work process by compiling Reports.
- Evaluation of performance of SALES Depots on various set parameters.
- Development of control process and Score card to get performance of business units
- Freight (pri&sec) & Overhead Budgeting and Monitoring Actuals
- CFA Management which includes their performance monitoring and controls
- Assisting manager in Demand Planning {i2 SCP} and Dispatch Planning
- Inventory buildup for scheme plans & Production Priorities
- Vendor Bills Clearance - transportation freight bills

initiatives taken up

- Streamlined critical Branch operation issues at one of our Sales Unit.
- Reverse logistics between our units - Freight Saving.
- Explored waterway transportation in the south east region of India
- Intransit Damage reduction
- Developing SAP based replenishment plan to improve the inventory management
- Development of video tutorials and documents for various critical work processes.
- Special training programs for personnel to improve teamwork & efficiency with least available resources.

5. M/s SRI VENKATESWARA OIL & FLOUR MILLS. [Large scale Proprietor ship firm]

Designation: Manager [2 years] [Dec, 2003 – Dec,2005]

Job Description

- Purchase management & vendor development -
- Buyer/Dealers management & network planning
- development - Transportation Management, Warehouse & Material Management - Accounts & Statutory Compliance - Manpower planning & deployment

ADDITIONAL TRAININGS:

- Lean Management
- Transportation & Distribution Safety Certified (TDS)
- Operational Excellence Program - Cost reduction & Efficiency building
- ISO 9001 Certified Training Program given by Asian Paints Ltd, HRD, Mumbai
- Workshop on SAP i2 Demand Planner conducted by Asian Paints Ltd, HRD,
- ISO 140001 Audit Standards & compliance

EDUCATIONAL QUALIFICATION:

Executive Program Institute : **Professional Program in Advanced Strategic Corporate Management**
: **Indian Institute of Management - Vishakapatnam**

Executive Program Institute : **Executive Program in Logistics & Supply Chain Manager**
: **Indian Institute of Management - Kashipur**

Graduation Specialization University/Board : **76.68%, Distinction** – [April 2000 to April 2003]
: Bachelor of Commerce – Corporate Accounting & Financial Management
: Sri Venkateshwara University, Tirupathi, Andhra Pradesh.

Intermediate Specilization University/Board : **82.40%, Distinction** – [April 1998 to April 2000]
: Accounts & Taxation
: Board of Intermediate Education, Hyderabad, Andhra Pradesh.

S.S.C. School Board : **56.63%**, Second Class – [1998]
: Good Shepherd Higher Secondary School, Chittoor, Andhra Pradesh.
: Central Board of Secondary Education, New Delhi, INDIA.

Others: : Executive Development program
@ Steinbeis University (GmbH) - Hyderabad **thru Asian Paints**

PERSONAL PROFILE :

Father's Name : Late D. Haranath
Date of Birth : 11th June, 1982

Thank you for your valuable time !