



Jitendra Jadon

Sales & Supply Chain Operations | Digital Transformation & Delivery Excellence | Supply & Distribution Planning | Project Management | Business Process Improvement | People Leadership

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PROFILE SUMMARY

Diligent & solution-oriented Senior management professional with over 16 years of experience driving Supply Chain Operations, Digital Transformation, Program/Project Management and Delivery & Financial Excellence for multiple small to large scale projects across the value chain, especially for Operations, Sales, and Marketing.

Thought leader with techno-functional expertise on emerging technology trends (Data science, Machine Learning, Artificial Intelligence etc.), adept at driving the digital strategy with a strong focus on continuously improving existing frameworks through adoption of industry best practices, current & emerging trends.

Possess strong business acumen with comprehensive experience in end-to-end selection, design, development, and implementation of supply planning strategies, recognized for continuously enhancing the supply chain financial performance & creating competitiveness in the market.

Profound collaborator with excellent people leadership skills, capable of leading large & diverse teams and collaborating with cross-functional teams & global stakeholders, skilled at partnering with senior leadership for delivering breakthrough business outcomes by harnessing talent, technology & intelligence.

KEY HIGHLIGHTS

- Currently associated with BASF India Limited as a Lead- Digital Excellence & Supply chain, driving the commercial digital initiatives for the group with a focus on:
 - Customer experience excellence
 - Single source of information
 - Faster and timely reach
 - Differentiated offer and services
 - Ease in doing business with BASF
 - Increase in Market Share
- Played a pivotal role in ideating and successfully implementing below initiatives:
 - AgShop: Customer Self-account Management tool** developed on Salesforce platform, providing a 360-degree view to the customer on business and account receivable/payable details without manual intervention.
 - Salesforce: CRM module** developed to facilitate internal team on multiple critical processes like forecasting, business planning, decision tracking etc.
 - Channel performance management & rewards automation to retailers** Project that helped in:
 - Moving from traditional "Product selling" to "Portfolio selling" approach
 - Increasing efficiency of resources resulting in higher sales conversion
 - Enhancing reach and Market penetration
 - Transparency in rewards and recognition
 - Engaging and establishing emotional connect with retailers.
 - Through the digitalization of the Golden Circle program helped gaining near to live market information while also easing the operations for retailer and helped track market inventory & retailer performance.
- Pivoted the Distribution Network Optimization project that delivered over 16 % reduction in warehousing costs along with service enhancement for over 35 warehouses across India.

CORE COMPETENCIES

- Supply Planning Strategy
- Commercial Excellence
- Digital Transformation
- Data & Analytics
- Strategy Planning & Execution
- Quality & Risk Management
- Go-to-Market Strategy
- Resource & Cost Optimization
- Cross-Functional Collaboration
- Vendor Management
- Stakeholder Management
- Global Project Management

PERSONAL ATTRIBUTES

Decisive Leader	██████████
Effective Communicator	██████████
Collaborator	██████████
Skilled Negotiator	██████████
Target-driven	██████████
Multi-tasker	██████████

EDUCATION

Supply Chain Certification
IIM – Rohtak | 2020

Strategic Management
IBMI – Germany | 2019

MBA - Operations
ICE – Indore

AWARDS

Global Digital Award | 2021

Agro Global Business Award | 2019

GST Implementation Award | 2017

WORK EXPERIENCE

BASF India Limited

Sept 2011 – Till date

Lead- Digital Excellence & Supply chain | Jan 2018 – Till date

- Delivering large scale end-to-end digital transformation & sales excellence programs for the enterprise.
- Driving operational, financial & quality excellence across business processes.
- People & performance management for diverse teams across multiple sites.
- Working collaboratively with business & clients to develop integrated business and operating strategies that create rapid and sustainable value.

Head- Logistics Operations- North & East | Jan 2015 – Dec 2017

- Led end to end logistics operations across all BASF India divisions handling a total spent worth INR 187 crore managing warehousing & transportation.
- SPOC for all strategical & operational co-ordination for key business units that contributed to business worth INR 1500 Crore.
- Led end-to-end Supply Chain model execution for Hub-and-Spoke scenario across country & different business units and optimized Supply solutions.
- Regular monitoring of partner performance to ensure improvement in service level and customer experience.
- Execution of SKU level requirements, Stacking & Docking requirements of carriers at different Hubs/DCs; collaborated with Sales and Strategic Services team for comprehensive planning, RFP/RFI/RFQ Management, managed business proposals in collaboration with Sales team.
- Managed operations through service providers with innovative cost saving initiatives & implementation in freight & warehousing.

Regional Manager- Logistics | Sept 2011 – Dec 2014

- Responsible for MP/CG & Rajasthan region for warehousing & transportation.

Cadbury India Limited

Feb 2008 – Sept 2011

Assistant Manager –Customer service & Logistics North - Gurgaon | Apr 2011 – Sept 2011

- Drove sales and operational processes, ensured the stock availability with desired mix & coordinated with Factories & other Depots for arrangement of Critical SKUs.
- Tracked and controlled Town-wise monthly freight by Transporter and measuring freight as % to NSV and Rate per ton; part of annua Freight & CFA Negotiations.
- Involved in Vehicle route planning & ensured compliance to the route plans for cold chain vehicles
- Implemented Best Warehousing practices like Batch Traceability, Order Management etc.
- Ensured Zero write-offs & Rebate on damage goods (RODs) & improve Systems compliance and adherence to policies
- Responsible for resolving Transportation and CFA issues like Payment, Insurance, and reconciliation.

Supply Planner – Bhopal | Feb 2008 – Mar 2011

- Warehouse administration and Inventory control; managed smooth supply backward planning with Vendors.
- Coordination with Plants, Depots for arrangement of stock out SKUs.
- Led the Forecasting & Planning for Edible & Packing Material Inventory.
- Coordination with third party operations related to raw & packaging material.
- Managed planning & procurement, Statutory compliance, distribution & supply chain & inventory management.

Early Career | Mar 2006 – Feb 2008

- Associated with firms like Ericsson India Pvt Ltd. and HINDUSTAN COCA-COLA BEV.PVT. Ltd in multiple roles across Planning & Order Management and outbound & reverse logistics operations.