



NAVEEN PRASATH N

SUPPLY CHAIN MANAGER

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📅 21 OCTOBER 1995

📍 SARAVANAMPATTI, COIMBATORE, TAMIL NADU, INDIA-641035



HARD SKILL

- ❖ Inventory management
- ❖ Vendor negotiations
- ❖ Recruitment
- ❖ Operational activity
- ❖ Customer and market catchment study
- ❖ Marketing & Advertising
- ❖ Store Merchandising
- ❖ Capacity management
- ❖ Forecast Management
- ❖ P & L management

SOFT SKILL

- ❖ Sense of responsibility
- ❖ Service and customer oriented
- ❖ Adaptability.
- ❖ Demonstrate team spirit
- ❖ Action plan & challenge oriented
- ❖ Managerial courage
- ❖ Motivate using communication skill
- ❖ sense of organization

HOBBIES

- ❖ **LOGICAL REASONING**- solving logical game to improve logical thinking.
- ❖ **TRAVELING**-love to travel all nature places yet to visit lot of places.
- ❖ **AUDIOBOOKS** -to improve time management, thinking skill and memory

TRAINING ACCOMPLISHED

- ❖ Theft control and shrinkage management
- ❖ First aid and Fire safety
- ❖ Customer relationship management
- ❖ Planogram and mass plan of store

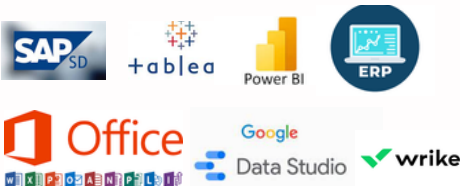
AWARDS

- ❖ Best outgoing student in undergraduate
- ❖ Won prizes in technical (paper presentation) and non technical events
- ❖ Won prizes in 100M, 400M running & javelin throw in inter-college tournament
- ❖ Won prizes in Throwball, Football & Badminton in school level and college level competition

LANGUAGE

- ❖ TAMIL - Speak, Read, Write
- ❖ ENGLISH - Speak, Read, Write
- ❖ TELUGU - Speak

SOFTWARE



CAREER OBJECTIVE

Recognized for ability to communicate with customers & Supplier management on exceptional service that ensure client retention with positive feedback. Proven ability to increase sales through Upselling techniques as well as implemented additional processes that drove profitability & Get extra business. Effectively motivate employees to performance excellence and fosters a team environment focused on group success. **Working Experience in Retail, Procurement, Production-Supply Chain, E-Commerce & Logistic background well understood on product life cycle process**

EDUCATIONAL BACKGROUND

INDIAN INSTITUTE OF MANAGEMENT IIM, ROHTAK APRIL 2023 - OCT 2023	Executive Program in Supply Chain & Logistics Management Applied Digital Transformation & Analytics
ALAGAPPA UNIVERSITY, KARAUKUDI 2021 - 2023	M.B.A., PRODUCTION & OPERATION MANAGEMENT (CORRESPONDENCE) 7.0 /10 GPA
SRIGURU INSTITUTE OF TECHNOLOGY, B.E., (MECHANICAL ENGINEERING) COIMBATORE 2013 - 2017	7.2/10 GPA
NATIONALMODEL MAT HR SEC 2011 - 2013	Higher Secondary H.S.L.C (Bio-Math) 6.2 /10 GPA
SWATHANTHARA HR SEC 2009 - 2011	S.S.L.C 8.2/10 GPA

WORK EXPERIENCE

SERNIOR SUPPLY CHAIN MANAGER **APRIL 2023 - WORKING**
CORE FORCE LLC, TIDEL PARK, COIMBATORE

- Handling **Back office services** for **US retailers** in order Management & Supply Chain management, Logistics, Production control, **import tracking**, inventory management, **Supplier Sourcing**, warehouse management & **EDI**(Electronic Data Interchange).
- **Purchase** and **sales order entry** based on TAT
- Accessing **3PL warehouse** website and taking variance report for Available stock
- Co ordinate with **Freight Forwarders** For Direct Shipment .
- Validating **production & sales reports** on daily basis.
- Managing **workflow** and assigning works to Juniors.
- To make sure Associates are handled **emails on time** with accurate response.
- Ensure **Bill Of Lading** received On time
- **CLIENT:** CODE RED NOVALTIES, COUNTRY SILK, .
- **CUSTOMER:** WALMART, AMAZON, BURLINGTON, TJ MAXX, DD'S DISCOUNT, WINNERS, CANADIAN MARSHALL, ROSS STORES

OPERATION MANAGER (Retail, Franchise, B2B & E com website)
WALKAROO INTERNATIONAL PVT LTD, COIMBATORE

JULY 2022 - JAN 2023

- Manage **Business & Operational Activity** of Company's Own **Retail Stores, Franchise store, B2B Platform (BIJNIS, SOLV & UNIKET)** across India & Own **E-commerce website**.
- Search for **New location & Expansion of Own Retail Stores & Franchise store** Across India.
- **Monthly Visit of All Stores across India** and Monitor Stock Inventory
- **30 Direct Employee & 14 Contract Employee Management (Work, Salary & Growth)**
- To Do **Basic Checks of Document Verification** If Required in stores
- **Monitor Stock out** and do **Monthly churning Exercise** for All retail Stores To set the **Proper Portfolio** In All stores based in **Different catchment**.
- Coordinate with **Supply Team** to ensure the product will reach the store on time.
- Do **Commercial Planning** and Regular & Weekly meeting with **Top Director of Company**
- Manage **PNL** for Retail Stores.
- Contact Franchise Enquiry & **Close the deals**.
- Do **Stock Auditing on Quarterly** Basis.
- Manage **Operational Activity** of Company Depot
- Do Quarterly **Stock Audit** in Depot
- Manage the **Price wise Category matching** Physical and systematic.
- Do **Regular Meeting with Team to ensure the growth of E-commerce** is Consistent.

PROCUREMENT & SUPPLY CHAIN MANAGER
DECATHLON SPORTS INDIA PVT LTD, COIMBATORE

AUG 2020 - JULY 2022

- Working in **KNITTING APPAREL Production** Background for Supply to All Decathlon Retail stores In (**INDIA, UK, US, RUSSIA, THAILAND, CHINA, MALAYSIA & BRAZIL**).
- Regular Meeting With **EUROPE, INDIA & OTHER CUSTOM ZONE** Brand Manager.
- Responsible for **strategic & Operational planning** to meet the production on an everyday basis.
- Ensuring the **required material(component flow)** for production is as per planning & coordinate with factory.
- Follow Up on daily Basis with **Factory FG supplier**.
- To work & Take action On only **Data Based** result
- Working with **Production and capacity planning** on a weekly basis.
- Doing meetings with the factory team on a **daily, monthly, quarterly & yearly** basis to review projects is the right direction.
- Implementing & Ensuring **5s, kaizen** on an everyday basis.
- Communicating to customer on daily basis regarding the **Purchase Order Status**.
- Do meeting with **Logistic, finance & Brand** to review the status and get any new update.
- Need to work on Tactical Planning
- To ensure **Custom Clearance** done for Import Shipment on Weekly Basis.
- Took **additional responsibility** as component management, lead-time management, forecast management & Capacity animation.
- As a **Buyer we need to ensure the quality, standards and basic requirements** of the company.

TERRITORY SALES MANAGER (AP & TL STATE)
DECATHLON SPORTS INDIA PVT LTD, HYDERABAD

JULY 2019 – AUG 2020

- Managing **9 decathlon stores** of badminton sports in Telangana and Andhra Pradesh.
- To be responsible for **the Racket sport department (badminton, TT , squash and tennis)** in one decathlon store.
- To do the daily manager role(**Store manager & operation manager**) for 5 Days/ month got more experience to take care of store image and safety.
- To Manage **P&L (profit and loss)** and make decisions according to that.
- In charge of handling various operational works in **store, managing inventory, recruiting staff ,budgeting ,managing safety policies, stock ordering ,analyzing sales performance** and following **FIFO** to reduce market return.
- **Motivate my team to meet sales objectives** by training and mentoring staff.
- **Create business strategy to attract new customer growth, repeat buyers ,store traffic** and **enhance profitability.**
- Know **store administration duties** such as managing store budgets and updating financial records.
- Done 1 **City level events** for promotion and **community development.**
- Done **catchment analysis** for better understanding of the market.
- Made **18 Partnership** with other Institutional and academy for **large businesses scale(B 2 B)**.

DEPARTMENT MANAGER
DECATHLON SPORTS INDIA PVT LTD, HYDERABAD

JULY 2018 – JULY 2019

- To be Responsible for the **Racket sport department (Badminton, TT , Squash and Tennis).**
- Prepare a **detailed report on buying trends** and **customer requirements & profits.**
- Respond to **customer complaints** and solve them with a **satisfied or satisfied manner.**
- To manage **P&L , staffing, budgeting, stock ordering** and **training teammates.**
- Retail continues to evolve, you will have the freedom to discover new ways to build your brand through **social media and other digital channels.**

SALES MANAGER
DECATHLON SPORTS INDIA PVT LTD, HYDERABAD

JUN 2017 – JULY 2018

- As a Sales manager I'm responsible for **customer service and sales, department profitability** as well as building and coaching teams with their departments. (for sport fishing & Fitness department).
- **Analyzing sales and taking action** within the department to maximize sales
- **Operational** and **commercial focus** to obtain the highest level of profitability
- **Create social media marketing plans** and increase your sport's online visibility
- **Recruiting, building and managing your department team.**

Thank You