

MANISH JOIL

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SENIOR PROFESSIONAL – SUPPLY CHAIN MANAGEMENT/ SOURCING/ PROCUREMENT

BE Mechanical, MBA – Operations and Project Management, PGDBM – Production and Material Management

A competent professional offering rich & extensive experience of nearly 19 years with Top Automobile OEMs

Certifications of Six Sigma Green Belt and Project Management

PROFILE SUMMARY

- Possessing 19+ years of rich experience in **strategic planning, sourcing, procurement, vendor development, demand and order fulfillment, inventory management, logistics, and supply chain management**, primarily in the Automobile sector
- Presently working as Senior Manager and Commodity Lead for Interior and Exterior Automotive parts such as **Plastic moulded parts, Door Trims, Bumpers, Lamps, Spoiler, Seat, Steering Wheel, Airbag, Seat Belts, Carpet, Glass, Weatherstrip, Rubber hoses** at Suzuki Motors Gujarat Pvt. Ltd., Hansalpur Becharaji, Gujarat, and ensuring timely supply of materials to the production line, new model parts development, tooling development, price negotiation and material management
- Proven expertise in managing the procurement and logistics of a wide array of materials and components across the entire automotive manufacturing supply chain, including **Imports, Raw materials, Indirect materials, Machinery for new plant setup, Sheet metal, Plastics, Interior and Exterior components**.
- Ensure **JIT supply** with vendor managed inventory model
- **Recognized for outstanding contribution to the Suzuki Motor Gujarat Greenfield project**, receiving the Best Performer Award from Suzuki Motor Corporation, Japan
- **Effective Leader** with proven success in directing & motivating large cross-functional teams to sustain growth momentum; a **valued contributor to highly successful new-set ups/ expansions** with strong problem-solving, analytical & communication skills, and also Responsible for talent Acquisition for Department

Skills Set:

Supply Chain Management
Purchase/ Procurement

Project Management

Audits and Compliance
Management

Cost Optimization

Logistics & Distribution

Business Process Optimization

Sourcing

Process Improvement and
Automation

Budgeting/ Cost Optimization
Vendor/ Supplier Management

WORK EXPERIENCE

Feb'16 to Till Date: Suzuki Motors Gujarat Pvt. Ltd, as Senior Manager-Purchasing Department (100% subsidiary of Maruti Suzuki India Limited)

Growth Path:

Sr. Manager Since Jun'22
Manager Jun'19-Jun'22
Deputy Manager Feb'16-Jun'19

Direct Purchase Group (Sheet Metal parts, Interior, Exterior, Plastic and Rubber parts) (APV – 15000 Cr.)

- Managing the direct procurement of sheet metal parts, interior, exterior, plastic, and rubber parts, ensuring on-time availability and adherence to quality standards
- **Working on part development of First Electric Vehicle of Maruti Suzuki India Limited.**
- Ensuring timely execution of costing, negotiation, supplies and development of new parts and tooling.
- Managing all the events (Design Proto, Proto Pilot, MPT, Production Pilot and SOP) of upcoming all new Models.
- Utilize lean operations, high-quality standards in processes, and proper layout for maximum space utilization to arrange for JIT (Just in Time) sequence part delivery from the warehouse in a window of time
- Working closely with logistics partners to coordinate timely delivery of parts, resolve shipping issues, and ensure efficient customs clearance and material readiness at vendor plant and warehouse as per inventory norms
- Reviewing the Green field Localization of Vendor Plants from construction level to Peak Production Volume trials
- ECN Implementation, Initiate Localization proposal
- BPA sign off with vendors.
- Implementing and maintaining a robust supplier management system, including supplier scorecards, performance metrics, rejections, quality improvement rate, on-time delivery, credit terms and taking actions against vendors who scores poorly.

Raw Material, Capital, Consumables, Imports and Logistics Group

- Category of material handled - **Imports** (Parts and consumables), **Raw Material (Steel, Polypropylene, Molten Aluminum), Direct Consumables** (Fuels, Automotive Oils and Lubricants, Paint and Thinners, Sealant and Adhesives) and **Indirect Consumables, Capital & general goods** (Tools and Machinery spares)

- Developing and implementing strategic sourcing initiatives to identify and onboard new suppliers, resulting in improved supplier performance and reduced lead times
- Assisting in vendor selection and negotiation processes for capital equipment, Tools, Jigs, Fixtures, and general goods
- Supervising the procurement and sourcing activities for raw materials, capital equipment, and consumables, ensuring timely availability while optimizing costs
- Arrangement of domestic transportation, coordination with freight forwarder for Import consignments
- Evaluating transportation providers, negotiated contracts, and monitored performance to optimize freight costs and ensure on-time delivery (Air/Sea); also achieving the requirement of plant for property insurance, transit insurance & Scrap Tendering

Purchase Project Control Group

- Monitoring and steering Purchasing activities for projects as per the ISO standards, processing IT systems, creating SOPs and manuals and delivering business growth by driving continuous improvements
- Facilitating Cost Breakup analysis for new models
- Assessing investment in the new projects
- Providing MIS monitoring on a Weekly and monthly basis
- Supervising budget planning based on projected volume, market fluctuation, FE exchange, RM change, VA/ VE sharing and PCD
- Supervising and assisting in the conduct of a Vendor Rating performance evaluation, as well as the creation of any necessary action plans for course correction as well as set up regular meetings for vendor communication

Achievements:

- **Received Best Performer Award from Suzuki Motor Corporation, Japan for exceptional contribution in Suzuki Motor Gujarat Greenfield Project.**
- Managed all vendors to meet a steep ramp-up of Swift car production from 1,450 vehicles per month to 18,500 cars per month within a short span of time
- Achieved the highest production volume in May 2023, setting a record for the highest number of production in a single Automobile plant in India
- Developed a green supply chain strategy that reduced the company's environmental impact by 20%.
- Started sequence supplies for 2 vendors supplying same commodity different variant on same line which results in reduction in space occupied at line side.
- Implemented supplier portal for monitoring the imported child part stock at vendor end
- Ensured availability of new model parts on time for all projects till date.

Dec'07–Jan'16: TATA Motors Ltd.(Pune) as Manager-SCM

Growth Path:

SCM (Sch& Proc) Department Jan'14 – Feb'16

Indirect Materials Department Dec'07 – Jan'14

(Category of material handled – Domestic and Import Automotive Steel, Fuels, Automotive Oils and Lubricants, Paint and Thinners, Sealant and Adhesives, Indirect Consumables)

SCM(Scheduling & Procurement) Department - Chief Tasks Handled

- Developed and maintained production schedules based on demand forecasts, production capacity, and resource availability, ensuring efficient utilization of equipment and labor
- Managed procurement activities for automotive raw materials, including imports and domestic purchases of automotive steel, fuels, oils, lubricants, paint, thinners, sealants, adhesives and indirect consumables
- Ensured timely availability of materials as per production requirements, monitored consumption, and maintained inventory levels within norms
- Played a key role in the localization of 80 SKUs of coils with Tata Steel, JSW Steel, and Posco Maharashtra
- Conducted supplier evaluations, negotiations, and contract management to secure competitive pricing, favorable terms, and continuous improvement, worked on SAP and monitored Quality issues (Incoming, Line and Final) along with the Quality team

Indirect Materials Purchase: - Chief Tasks Handled

- Managed the procurement of indirect materials, including office supplies, receipts, maintenance and repair items, IT equipment, and services
- Maintained records in the ERP related to the materials management, purchase orders, and goods requisitions and the stock take records
- Led activities related to inventory management with 5'S, Kaizen, JIT and FIFO
- Achieved requirements of ISO/ TS -16949, ISO 14001 and OHSAS 18001 and completed documentation
- Conducted Kaizens, QC story and Quality Circles as a TQM Coordinator
- Acted as a Subject Matter Expert for World Class Quality Initiative

Achievements:

- **Received MD's ACES Award** for accountability, customer focus, excellence, and speed in managing steel inventory within norms
- Reduced inventory costs by 15%.
- Elected as:
 - Internal Assessor for TBEM (TATA Business Excellence Model)
 - Internal Auditor for IMS (Integrated Management System – ISO/TS 16949, ISO 14001 and OHSAS 18001)
 - Internal Auditor for British Safety Council
 - Internal Assessor for Affirmative Action
- TQM(Total Quality Management) and WCQ(World Class Quality) coordinator for SCM Division
- Attained Best Safety Co-coordinator for FY 2011-2012 & 2012-2013
- Achieved Best DWM Board Owner in FY 2012-2013
- Underwent Dupont Safety Management Fundamental training

Aug'07–Dec'07: ABB Limited (Nashik) as Manufacturing Engineer**Key Result Areas:**

- Set up production lines for Fuse Base Ring Main Unit and Switchgear, including machine installation, commissioning, and process proving

Aug'06–Jul'07: TATA Motors Ltd, (Pune) as Service Support Engineer**Key Result Areas:****Chief Tasks Handled (DICOR & 100 Ps Cylinder Head Project)**

- Ordered, installed and commissioned new machinery
- Managed process for new machinery
- Conducted CPK and GR&R

Jul'05–Aug'06: Kinetic Engineering Ltd, (Pune) as GET**Key Result Areas:**

- Established processes for clutch housing components of Panel Van (Winger - Tata Motors Ltd.) and assembly of silencers for Lawn Mowers
- Conducted phase-wise study of machines and processes for aluminum transfer line (Tractors - Force Motors Ltd.) and planned new layout

EDUCATION

- **Pursuing Executive Program in Senior Leadership from IIM Visakhapatnam**
- **Executive Master Program in Business Administration with Specialisation in Operations and Project Management - IIBM**
- **PGDBM (Production and Materials Management) in 2014 with First Class** from Pune University
- **B.E. (Mechanical) in 2005 with Distinction** from Pune University
- **Diploma in Mechanical Engineering in 2002 with Distinction** from VJTI, Mumbai
- **SSC (Maharashtra State Board) in 1998 with Distinction** from Mumbai

CERTIFICATIONS

- Six Sigma Green Belt Professional Certification
- Project Management Certification

IT SKILLS

- **SAP-MM Module and ERP**
- Good skill in M S Office Specially **Excel, PPT & Word**, and proficient in creating **various Supply Chain Dash Boards**.

PERSONAL DETAILS

Date of Birth : 31 Oct 1982
Language Known : English, Hindi and Marathi
Marital Status : Married
Current Address : Becharaji, Gujarat, PIN Code-382130
Permanent Address : Chinchwad, Pune – 411033