



UJJWAL BASU

📍 Pune and Gurgaon, India

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PROFESSIONAL SUMMARY

23+ years of learning in Commercial negotiations, Procurement, Vendor Management, Supply Chain, Production Planning, Logistics, Purchasing, Warehousing, Sales and after sales.

Exposure: India Subcontinent, Asia Pacific, Middle East and US

Industries: Automobile, Media, ITES, Chemicals, Logistics, Other Manufacturing

Major Organizations: ABP Pvt Ltd, General Motors India, Tata Motors , Avaya India, Johnson Matthey India, Fogla Corp

EXPERIENCE

Business Consultant, 05/2020 – Current

Multiple Organization , Gurgaon and Pune, India

Last 3 years working as Consultant with various organizations such as Johnson Matthey (JM), Nirvaan Infra, Preton Energy (PE) and STPL.

Major Role :

- Implementation of ERP - SAP Unify / SAP Hanna, TCS Ion
- Green Field Project : EV Batteries
- Global and Domestic Purchase
- Plan and Drive Change Management for Clients
- Resource Optimization training and development
- Cost Optimization projects
- Put together full business plans for upcoming and established companies.
- Streamlined operational efficiencies by delivering recommendations for knowledge-base processes and procedures.
- Outlined company products and services, identified target customers and developed forward-thinking sales and marketing plans to promote company growth.

Sr. General Manager Purchase & SCM – Head Purchase, 06/2019 – 05/2020

Anmol Feeds , Kolkata, India

- Lead Purchase of RM, Commodities, Capex and spares
- Generated daily operational and purchase reports for corrective action or continuous improvement.
- Boosted profit opportunities, analyzing cost, contract performance and risk for corrective action.
- Achieved productivity improvements while enhancing quality control operations to reduce overhead.
- Implemented effective customer service procedures to encourage positive feedback.
- Hired, coached and trained staff, monitored performance and offered mentoring to junior team members.
- Developed systems and procedures to optimize efficiency and quality.

- Directed safety operations and maintained clean work environment in adherence to HSE requirements.
- Promoted revenue by analyzing profitability and key metrics.
- Empowered staff members to contribute to continuous improvement, quality and growth of company.
- Served as mentor to junior team members.
- Built and maintained loyal, long-term vendor relationships through effective account management and rapport building.
- Implemented Greenfield Project in Jammu and Brown Field Project near Kolkata

General Manager Purchase & SCM, 08/2017 - 06/2019

Fogla Corp (Sai Fertilizers and Phosphates), Kolkata, India

- Headed Purchase of RM, Chemicals, Plant and Machinery, Capex, Opex
- Handled Purchase from Domestic and International Markets
- Designed and Implemented Purchase and Supply-chain system and procedure by consolidating multiple group companies under single department , resulting in overall process improvements and cost savings
- Responsibility for Overall Supply Chain and movement of RM (Domestic and International) and FG (Domestic - 200 + locations and Exports to 25+ countries). Total Budget spent of INR 7000 mn
- Handling entire Factory Supply chain for 6 plants Chemicals and PP Woven)
- Driving Cost Savings Projects (With cost savings of avg 7 % against Budget)
- New Vendor Development, P2P handling of vendors (Upstream and Downstream)
- Lead Brown Field Project for Chemical Plant at Mumbai
- Introduced new incentive and recognition supplier programs.
- Conducted market research to determine appropriate pricing in high fluctuation RM market .
- Negotiated new and existing agreements or statements of work of the greatest complexity, including requests for information or requests for proposal and reverse auction generation and facilitation.
- Designed pricing models for quotations.
- Coordinated the importation of items via ocean and air, including custom clearances.
- Adhered to purchasing protocols facilitating improved budget allocation and tracking.

Head Logistics Jamshedpur and Pune Plant, 07/2014 - 08/2017

Tata Motors Limited, Jamshedpur and Pune, India

- Refined and improved product transport and storage processes.
- Collaborated successfully in cross-functional team-oriented environment to achieve objectives and streamline processes.
- Reviewed impact of logistics changes ranging from shipping modes, to product volumes and carriers and reported results to team members.
- Complied with legal, health and safety and import and export regulations.
- Recommended optimal transport modes, routes or frequency to reduce delivery times.
- Took control of packaging and provided appropriate, cost effective and high quality solutions.
- Negotiated rates and contracts with transportation and logistics providers with favorable outcomes.
- Supported new business initiatives and projects, and contributed to review meetings and change process.
- Managed, coached and developed high performing team to meet business objectives.
- Delivered solutions to logistics problems while maintaining high levels of service within budgetary requirements.
- Assisted with continuous improvement initiatives by identifying inefficiencies and cost optimization opportunities.
- Confirmed carrier compliance with company policies and procedures for product transit or delivery.
- Settled conflicts concerning transportation, logistics systems and customer issues to minimize logistical issues and delays.

- Selected carriers and suppliers and monitored service against performance criteria.
- Assisted with continuous improvement initiatives by identifying inefficiencies and cost optimization opportunities.

Field Logistics Manager - APAC, 12/2011 - 06/2014

Avaya India, Pune, India

- Headed Supply Chain for Spare Parts for APAC region (19 countries , 52 Warehouses)
- Boosted KPIs and continuous improvement strategies to enhance logistical operations and meet supply chain needs.
- Reduced Back Order to "0" as per Service Level Agreements (SLA)
- Leveraged knowledge of global economics and marketing mix to develop pricing strategies, promotions and select distribution techniques and channels.
- Oversaw distribution network by supervising purchasing, product orders, logistics details, customer care, quality of end products, compliance and warehouse inventory tracking.
- Aligned production with demands by establishing priorities, maintaining equipment and calibrating equipment for optimal performance.
- Conducted vendor monitoring and supply chain management activities in compliance with internal logistics standards.
- Saved expenses in operating costs by restructuring supply chain infrastructure resulting in efficiency improvements.
- Implemented clear and effective planning strategies to meet supply chain needs and optimise distribution.
- Authored business supply chain strategy supporting budget planning, vendor sourcing and logistics.
- Supported company's business strategy by developing and managing global supply base contributing to growth.
- Authored business supply chain vision and master plan regarding end-to-end structure, budget planning, vendor sourcing, production and delivery.
- Kept supply and demand balance to support production goals and optimize volume.
- Determined inventory goals, product stock and risk management objectives and oversaw techniques to maximize inventory.
- Applied theory of constraints, continuous improvement methodology, to address bottlenecks early in the process and drive improved strategic and tactical planning.
- Consolidation of Warehouses across Asia Pacific (Reduction of number of WH from 52 to 39) without compromising on TGT SLAs
- Consolidation of Vendor (Logistics and Repair Vendor) Across APAC

Division Manager - Global Purchasing and SC , 07/2008 - 11/2011

General Motors India, Vadodara and Pune, India

- Led the indirect, service, capital and project purchase worth INR 10,000 mn for India operations
- Executed projects on Kanban, consolidation centers (India and Asia) , Planning and implementation of OB stock yards, DC and warehouses
- Aligned financial plans with operational targets and strategic goals to deliver optimal customer, profit and production results.
- Developed and optimized the layouts of plants, fixture plans and material flowcharts to maximize daily production.
- Fostered relationships with suppliers to secure purchasing agreements and reduce risks.
- Authored business supply chain vision and master plan regarding end-to-end structure, budget planning, vendor sourcing, production and delivery.
- Enforced regular strategic vendor review mechanism based on performance
- Implemented new warehouses for better reach & last mile delivery for after sales functions / parts distribution
- Coordinated the importation of items via ocean and air, including custom clearances.
- Introduced new incentive and recognition supplier programs.
- Negotiated and managed vendor contracts.
- Built competitive bidding environment with broad range of suppliers.

Assistant Distribution Manager, 05/2001 - 06/2008

ABP Pvt Ltd, Kolkata, India

- Played a pivotal role in supervising 3000 service points in 5 hours of distribution time. Actively engaged in handling the purchase of newsprint worth INR 700 crore.
- Instrumental in increasing circulation of ABP Newspaper & magazines in Eastern part of India including North Eastern States by 7%
- Handled Eastern India including NE States

CORE COMPETENCY

BUSINESS STRATEGY	VENDOR CONTRACTS AND ALIGNMENT
COMMERCIAL PROCESS AND NEGOTIATIONS	GLOBAL PURCHASE: DIRECT, INDIRECT
CONTROL TOWER MANAGEMENT	GLOBAL SCM AND LOGISTICS
BUDGETING AND BUDGET TRACKING	INVENTORY OPTIMIZATION
COST OPTIMIZATION	CRM AND RETENTION
GREEN AND BROWN FIELD PROJECT	CHANNEL OPTIMIZATION
CHANGE MANAGEMENT	PRODUCTION MANAGEMENT
RESOURCE ENHANCEMENT	PROJECT MANAGEMENT
BUSINESS SCORE CARDS	SOLUTION IMPLEMENTATION

EDUCATION

IISWBM, Kolkata, WB, 1997

2 years full time Post Graduate (MBA) in Logistic: PG - Management

Approved by All India Council of Technical Education (A.I.C.T.E), Ministry of Human Resource Development (HRD), Government of India in 1997

Rajendra Prasad Institute of Comm. & Management, Kolkata, WB, 1996

Post Graduate Diploma in General Management

City College, Kolkata, WB, 1995

B Com Hons: Graduation

Calcutta University

ACCOMPLISHMENTS

Organizations: Cadbury's, Kaventer Agro, ABP Pvt Ltd, General Motors India, Avaya India, Tata Motors, Fogla Corp, Anmol Feeds

Plants Handled : 8 Locations for RM, Demand Planning, Inventory, Logistics & Purchase Project Management, Risk Management, Transition Management

Geographical Locations: Indian Subcontinent, Asia Pacific, Middle East and US

KEY AREAS:

Logistics Functions:

- Domestic, Imports, Exports, including Spare parts, Automotive Bulk Parts, Chemicals, Bulk Cargo, Break Bulk Cargo, Eatables. Designing, Implementing Hubs, Consolidation Centres (India & Outside India)
- Designing & implementing Logistics network based on requirement of sales team & end customers, optimizing cost
- Handling huge volume of Airfreights, Ocean freights (FCI, LCL, Break Bulk)

Warehousing and Inventory Management Functions:

- 1 mn Sq Feet Pan India and Global Locations (16 countries)
- Inventory, 3000 SKU, USD 128 Mn – Product Life Cycle Management, Managing Excess materials, Stock Management based on defined MOQ, Min - Max
- Standardization through robust SOP & DOA
- Spare parts Management
- Service Level Agreement Management - Up to 2 Hrs Cycle

Purchase Functions :

- Vendor Management including profiling, SOB
- Vendor Segmentation – Strategic, Leverage, Bottle neck, non Critical
- Clear understanding in various methods of negotiations depending on market & product
- Purchase 2 Pay processes
- Critical Product portfolio Management
- Contingency & Risk Management

Other Supply Chain Functions:

- Demand Forecasting
- BOM Management
- Production Planning
- Raw material Management
- Across channel Value Management