



Pranay Kumar Bethi

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Over 12 years of experience in managing **Supply Chain / Procurement / Logistics & Operations functions**, determining a business unit's mission & strategic direction; capability to formulate & implement tactical initiatives for achieving corporate strategic goals, targeting assignments in **Supply Chain Management** with a reputed organization.

Profile Summary

- **Committed professional with experience in SCM** while meeting business needs in a fast paced, dynamic & globally expanding MNC environment; focused on managing a wide spectrum of tasks in Strategic Sourcing, Negotiation, Supplier Relationship Management, Service Contracting, Procurement and Logistics
- **Keen planner with knowledge of import/export procedure, logistics & transportation**; developed request for purchase quotes; managing import & export operations as per statutory obligation
- **Change Management**: Designing and communicating procurement solutions that drive improvement in top-line & bottom-line performance, implementing complex projects and delivering measurable results while establishing innovative strategic sourcing
- **Delivered large projects on time, executed cost-saving techniques** accumulated substantial savings in capital & operational expenditure and improved gross margin & revenue; ensured the successful execution of projects in areas entailing Supplier Performance Improvement, Inventory Optimization, Continuous Improvement & so on
- **Success in building relationships with upper-level decision makers**, seizing control of critical problem areas and delivering on customer commitments; well-organized with a track record of identifying & developing potential vendors/suppliers for achieving cost effectiveness
- **Translated techno-commercial functional** experience for supply chain initiatives including project implementation, transportation, warehouse management & cost reductions
- **Possess excellent negotiation skills with leadership qualities & analytical power**; managed commercial documentation, liaised with dealers, customers & regulatory authorities

Core Competencies

Supply Chain Management || Procurement / Purchase || Inventory & Material Management || Logistics Operations || Vendor Management & Development || Budgetary & Cost Control || Project Management || Warehousing & Storage || Team Management & Leadership || Process Improvement/Enhancement || Cross-functional Coordination || Contract Management || Project Management || Budgeting & Costing || Resource Optimization || Operations Management

Work Experience

Since Aug'10: Polytech Industries LLC, RAK, UAE

Currently managing a wide range of SCM functions, including sourcing, purchasing, transport, warehousing, distribution and customer support, while identifying and implementing initiatives to reduce the overall supply chain cost base.

Growth Path:

Aug'10-Aug'13 : Procurement / Logistics Coordinator

Aug'13-Sep'18 : Senior Procurement / Logistics Head (Supply Chain)

Since Feb'19 to August'21 : Assistant Manager (Supply Chain, Procurement & Logistics & Customer Services & Operations)

Key Result Areas:

- Strategizing supply chain & procurement functions including Sourcing Strategies & Implementation, Material Planning, Material Budgeting, Commercial Operations, Cost Reduction Plan Implementation and Realization, On-Time Delivery, Logistics, Inventory Control and Risk Mitigation for international projects
- Delivering better fulfilment and profitability through cost reductions & quality improvements leveraging design & implementation of Procurement, Operations, Order Fulfilment Efficiency, Departments KPIs & so on.
- Customer Services include Response to RFQ, Order processing, Plant coordination, logistics coordination till total execution.
- Acting as a Go-to Person for identifying improvement areas & driving innovative solutions towards sustainable change and implementation with management support and empowerment for local (UAE, MENA) and international locations
- Planning, formulating and implementing budgets for the projects in coordination with PMT to streamline cash-flow
- Designing, developing & communicating strategies, plans, timelines to stakeholders and vendors to meet their respective targets & timelines within budget. Leading techno-commercial functions including pre-bid tie-up and rate comparison; defining strategy for each bid; drafting and finalizing DoA for Supply Chain & Project Management activities.

- Monitoring the inventory level at regular basis, identifying items nearing to out of stock & re-order levels, preparing purchase requisition, floating RFQs to manufacturers, suppliers & reliable vendors
- Establishing strategic relationships with global vendors, achieving aggressive targets in terms of cost, quality and delivery for strategic sourcing (with compliances) of services & materials
- Devising tactics for quick sourcing / change management (in compliances, quality & cost) & project management by:
- Identifying vendor pain points, supporting them through review meeting, process optimization & engagement
- Introducing various schemes for Win-Win situation / vendors' improved performance
- Performing contracts / agreements reviews to achieve better contract compliances, best price & quality purchasing
- Conducting Spend Management & Quality Analysis for improving procurement efficiency
- Managing materials & inventory / SCM (including documentation, inventory tracking, transportation, rejection analysis)
- Negotiating with global suppliers to clarify contract, delivery, term of payment and other issues to optimize cost and delivery time and conditions
- Directing functions including drafting, taking approval for SCM parameters, reporting and creating checklist for audits
- Supervising operations of warehouse management including receipt, storage issues, material disposal cycle count, slow moving, non-moving & aged stock in coordination with transportation & logistics team
- Establishing & nourishing day-to-day relationship with vendors; assuring achievement of service and quality norms for smooth flow of operations & supply of required items; identified and developed alternate vendor source for localization, reduction in delivery time and improved consistency in quality & competition among vendors
- Executing projects in supply chain to optimize cost (freight cost, contractual labor cost and material cost), facilitating resource requirement, developing suppliers and creating capability to deliver required material with ease

Highlights:

- Modified supply chain system and made it economical and customer friendly; reduced **25%** in transportation cost, **45%** time in order execution and less work
- Fully reshaped supply chain strategy resulting in an improvement of the service provided to customers from **75%** to **95%** in a very strong growth environment while drastically reducing costs by **20%** and inventory by **15%**
- Developed, documented, and executed a global comprehensive logistics and distribution strategic plan that drove optimal customer service and revenue enhancement by **19%**
- Led **12** direct reports and **8** indirect reports for purchasing, inventory, receiving, scheduling, shop floor control, shipping, and warehouse operations
- Improved the production schedule resulting in reduced production lead time from **95%** to **85%**

Previous Experience

Oct'08-Jul'10 with Andhra Polymers Pvt. Ltd., India as Office Administrative Assistant

Andhra Polymers Pvt. Ltd. ("APPL"), an ISO 9001 approved Company is one of India's leading industrial rubber products and false ceiling systems manufacturer. We cater to several industries including underground potable / waste water supply, railways, power transmission / distribution, defense, infrastructure, food processing etc. Our product range includes:

- Seals and rubber gaskets for water and gas pressure / non-pressure pipes of various materials including Ductile Iron, GRP, uPVC, Clay and Concrete.
- Rail pads for the protection of concrete rail sleepers from damage caused by the dynamic forces of passing trains.
- Anechoic submarine rubber tiles for stealth applications.
- Variety of custom moulded and extruded rubber parts for various industrial applications including customized extrusion profiles, bushes, springs, mounts, wedges, grommets etc.

Education

Master's in Business Administration (MBA) from Indian School of Management & Studies in 2020

Bachelor's in Business Administration (BBA) from Indian School of Management & Studies in 2018

IT Skills

MS-Office (Word, PowerPoint & Excel), Windows™ (7™, 10) and ERP Tally

Personal Details

Date of Birth	: 21 st September 1991
Languages Known	: English, Hindi & Telugu
Address	: Gajularamaram, Hyderabad-500055, Telangana India
Nationality	: Indian
Marital Status	: Married