

# RAJESH ARUN KUMAR

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Seeking senior level managerial assignments in Supply Chain & Logistics Management / Materials Management / Procurement / Vendor Development & Commercial Operations with a growth oriented.

## Professional Overview

- ☑ An astute, result oriented leader and dynamic professional with nearly **18 years of rich experience in spearheading Supply Chain & Logistics operations** with key focus on bottom-line profitability. **Certified Six Sigma Black Belt** Proven success and Comprehensive knowledge of **Logistics, Purchasing, Sourcing / Procurement, Vendor Development, Inventory management, Storage, Materials Management, Demand Planning-Forecasting, Ware House Management and Team Management.**
- ☑ Expertise in handling entire gamut of material management activities involving **material planning, scheduling & procurement at global levels.** Proficient in liaising with cross-functional divisions for ensuring smooth flow of operations & supply of required items.
- ☑ **Skilled in formulating strategies** and handling supply chain management activities to strengthen effectiveness. Deft in implementing cost saving measures to achieve reduction in cost. **Knowledge on mapping business requirements** and developing & implementing processes in line with pre-set guidelines.
- ☑ **Possesses ample knowledge about Warehouse Operation** and generating & implementing Standard Operating Procedures for receiving, dispatch, picking, storing and transportation in the warehouse and training team members for maintaining compliance with these procedures.
- ☑ Experienced in streamlining the system and procedures for effective inventory control for ensuring ready availability of materials to meet the orders & target and **reducing cycle time and inventory levels by lead time and delivery time analysis.**
- ☑ Resourceful in ensuring suppliers meet service, cost, delivery and quality expectations as well as providing **outstanding value in product technology and supplier innovation & negotiation.**
- ☑ A sound leader with **strong communication & inter-personal skills,** able to conceptualise and modify the systems & processes towards accomplishment of cost, profit and service objectives of the organization.

## Core Competencies ~ Graphical Representation



## Core Competencies

### Strategic Sourcing

- ☑ Identifying and developing potential vendors for the right sourcing, achieving cost effective purchases of raw materials, eliminating construction bottlenecks and reduction in lead time.
- ☑ Implementing systems for enhancing operational efficiency. Designing strategies for increasing production, saving cost and generating revenue for the company.
- ☑ Planning all related activities such as Sourcing Techno-Commercial Evaluation, Negotiation, Recommendation, Ordering, Inspection, Expediting & Tracking, Reporting, Delivery, etc.

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## Purchase Management

- ☑ Directing the development and implementation of key purchase / procurement strategies, contingency plans and ensuring that plans are aligned with project requirements.
- ☑ Formulating budgets for timely procurement of various critical materials and ensuring uninterrupted supply of materials to negate production slowdown.

## Materials Management

- ☑ Formulating and implementing the project procurement strategy by developing / modifying strategy for purchase and establishing methods to achieve project targets and resource planning.
- ☑ Meeting target orders by designing, implementing and monitoring procurement schedules.
- ☑ Finalising the specifications of materials, establishing quality & quantity limits for effective inventory control and reducing wastages.

## Vendor Development

- ☑ Checking the performance of the vendors based on various criteria such as percentage for rejections, quality improvement rate, timely delivery, credit terms, etc.
- ☑ Overseeing follow-up with vendors for engineering deliverables, timely deliveries & ensuring timely payments.
- ☑ Monitoring incoming materials supplied by vendors and ensuring they are as per quality & quantity specifications.
- ☑ Assisting vendors in production processes and providing them suggestions for improving process efficiency.

## Statistical Analyzing and Process Control

- ☑ Carrying out Statistical Analysis (using Minitab), preparation of SCM Budget, Apply Lean Supply chain (Non-Manufacturing--Manufacturing) Methodology to reduce Working Capital and Increase productivity.
- ☑ Defining Upper control limits and Lower control limits to each and every step in the process, implying reduction in Cycle/Process lead time at each and every step involved in Order to Cash Cycle.
- ☑ Facilitating identification & Bridging of process Gaps (Through Lean & Business process Techniques). Ability to set KPI and monitoring through Dashboards.

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## Career Contour

Since Oct 2012

**ESAB Middle East**  
**Senior Regional Planning & Projects Manager**

- ☑ Associated as a Freelancer in capacity of ESAB, CSCM (Certified Supply Chain Manager) and Certified Business Process Manager.
- ☑ Receive Projects on sharing basis through a group of Lean Professionals.

Aug 2008 – Sep 2012

**ESAB Middle East**  
**Regional Planning & Projects Manager (Procurement)**

- ☑ Responsible for Supply chain fulfillment with a turnover of 2.4 Billion USD.
- ☑ Assist in the Demand Planning, Procurement, Warehousing & Distribution through Customer Service department Global Procurement / Sourcing Projects Procurement worth 1.6 billion USD Global Procurement for Regional Stock consumption (Oil & Gas—MEP—Ship. Bldg.—Projects).

May 2006 – Jul 2008

**European Perfumes Works LLC, Sharjah, UAE**  
**Supply Chain Process Manager (EMEA)**

- ☑ Re-design of the existing Supply chain Process. Steered Supply Chain Management (Inventory Control (RM & FG) / Procurement / Warehousing) of FGs / Raw Material for Europe, USA, Russia, GCC, UAE, North America & India.

Aug 1995 – Nov 2009

**Bennett, Coleman & Co. (Times of India), New Delhi, India**  
**Assistant Manager Materials**

- ☑ Improved operational efficiency through simpler procurement systems which reduced cycle time of processing purchase indents.

- ☑ Responsible for planning and managing Inventory levels of Raw Material & Equipments/Spare Parts as per forecasts provided by the Production Maintenance Department.
- ☑ Maintained a service level of 100% of availability for all types of products each year.
- ☑ Assisted in the development of recovery plans with suppliers for defective or unsatisfactory goods resulting in a saving of INR 1.6 M.
- ☑ In-Charge of Equipment and Consumables Store (Regional Store Catering to Northern Region Printing Press).
- ☑ Initiated the process of providing marketing and timely information on product availability, short dated and slow moving items to take appropriate actions.

**Dec 1999 – Apr 2006**

**ESAB India Ltd. Chennai, India  
Deputy Manager**

- ☑ Managing Global procurement systems and cycle times to ensure optimal efficiency.
- ☑ Managing inventory levels of raw material and equipment in line with forecasts.
- ☑ Meeting service level agreements.
- ☑ Working with suppliers to develop recovery plans for damaged goods resulting in significant savings.
- ☑ Providing timely and accurate product information to stakeholders.

### Major Contributions – Across Career

- ☑ Improved On-time project completion from 57% to 83% & finally to 93%, as part of process improvement.
- ☑ Improved Supplier performance from 63% to 90% as a part of Improvement Project with net savings of USD 430K.
- ☑ Increased Productivity of Customer Service dept. from 67% to 91% as a part of re-designing of Work Allocation through VSM.
- ☑ A five month project on reduction in Safety Stock Levels led to a savings of USD 2.3 Million.
- ☑ Increased the capacity of Warehouse by designing a distribution model for local supplies enabling the warehouse space to be utilized for “A” class Items. Increased sales of available “A” class Items resulted in saving of USD 1.2 M.
- ☑ Drove a Lean Six sigma Black Belt Finance project on reducing the Excessive Open cash receipts (No. of days Invoices being paid late). The analysis and recommendations of the project saved USD 2.1 M.
- ☑ Reduced the days taken to book and confirm the Customer Order from 7 to 2 working days, using VSM and Mapping the Order Process cycle.
- ☑ Initiated a “Business Visibility Reports Programme” by conducting a daily meeting of all Business stakeholders to update and pro-actively resolve the issues aired in the communication cell. Eliminating the number of Hours/Days spent on written communication or Approvals.
- ☑ Established the Upper control and lower control limit in terms of days taken to respond on issues by Global Suppliers and ESAB ME (Cross-functionally) and to make it result oriented added it to the KPIs .
- ☑ Reduced the responding time of mails, cross-functionally from an average 24 hours to 2 hours.
- ☑ Reduced cash to delivery cycle time from an average of 53 days to 40 days, resulting in reduction of Working capital/LT.
- ☑ Implemented Total Productivity Management resulting in preparation of SOW, procedure and eliminated 15000 Man Hours in a span of 5months from the Manufacturing Process.
- ☑ Improved Throughput Yield by 19% at the Singapore Plant.
- ☑ Conducted Kaizen and Kanban workshops at Regional Level.
- ☑ Implemented OCC (Our Contribution Counts and CPS (Creative Problem Solving) as the only member of the Global process Implementation Team at Regional Level.
- ☑ FMEA (Failure Mode effect Analysis), DMAIC (Define, Measure, Analyze, Improve and Control) 5S, 8D Problem Solving, Mistake proofing of the Process, Identifying process Defects and Defectives, First time Correct, Statistical Control Measures, SIOP (Sales, Inventory and Operational Planning).

### Academic Credentials

M.B.A. (Finance)	Institute of Business Management, Univ. of Kerala	1995	76.5%
B.Com. (Accounts)	University of Calicut, Malappuram	1992	60.1%

### Professional Trainings

Certified Supply Chain Manager	ISCEA, U.S.A	2008
Certified Supply Chain Analyst	ISCEA, U.S.A	2008
Certified Six Sigma Black Belt Practitioner	BMGI, U.S.A	2011

Certified Business Process Manager  
Certified Business Process Professional

BP Group, USA  
BPG, U.S.A

2011  
2011

## IT Skills

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Tools / Packages	MS Office 2003 / 2007 / 2010
Operating Systems	Windows XP / 7

## Personal Dossier

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Date of Birth	25 <sup>th</sup> September, 1972
Languages known	English, Arabic, Hindi & Punjabi
LinkedIn	<a href="http://ae.linkedin.com/in/rajeshkumar">ae.linkedin.com/in/rajeshkumar</a>
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