



Dr.GHANSHYAM SINGH

Head - Global Supply Chain (Asia, Europe, North America, South America & Australia)

Six Sigma Black Belt Certified

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Skill Set

Supply Chain Management ★★★★★

Production Planning & Control ★★★★★

Last-Mile Delivery ★★★★★

EXIM ★★★★★

Warehouse Management ★★★★★

Purchase Direct & Indirect ★★★★★

Logistics Management ★★★★★

Profile Summary

- ▶ A subject matter expert in Purchase, SCM, Export Import, Last-mile delivery, PPIC, Contracts, 3PL Management, Planning & Logistics; Experienced in implementing systems and procedures for effective Procure to Pay.
- ▶ Leading global Supply Chain for 180+ countries.
- ▶ Rich experience in Manufacturing, FMCG, Chemical, Packaging, film, Retail, Quick Service Restaurants, F&B, 3PL & Cold Chain Industries.
- ▶ Proficient in investigating, analyzing & correcting problems at the vendor's location; expert in implementing effective measures to manage minimum & the maximum stock level without hampering production.
- ▶ Lead & provide functional direction to all functions of SCM operations for effective management of customer order management, sourcing, planning, purchase, logistics, warehouse & distribution management.
- ▶ Well versed in leading SCM cost-saving projects.
- ▶ Well versed with Procure to Pay, Order to delivery & Route to Market Processes.
- ▶ Expertise in CFA/3PL/4PL vendor Management, Strategic Sourcing, Commodity buying & Contract Manufacturing management.
- ▶ Nurture a work environment that fosters creative thinking, innovation, and rational risk-taking. Attitude and ability to manage Innovative Change.
- ▶ Significant experience in doing budgeting & Control.
- ▶ Set up SCM function & ERP from scratch in different Organization.
- ▶ Leading IBP (Upgraded S&OP) to Improve business.

Career Timeline



Work Experience

Since October'20 Cosmo Films Limited., Delhi as

General Manager Supply Chain (Head of Supply Chain & Purchase)



- Leading Supply Chain, Purchasing, Logistics, Planning, Warehousing and Export-Import for all the Group Companies around the Globe.
- Leading Supply Chain for 150+ Countries.
- Create and implement best practices, Supply Chain vision, strategy, policies, processes and procedures to aid and improve business performance.
- Lead Demand Planning & Supply Planning for the Organization.
- Evaluate the challenges faced by the business and take action to mitigate risks and develop opportunities.
- Contribute to overall business strategy and annual budget process.
- Lead the overall procurement of INR 2000 Cr (USD 303 Million) Per annum of Raw Material, Capex, Packaging, Services and MRO.
- Lead 5 Greenfield & 3 Brownfield Plant Project.
- Lead & implement cost-saving measures to achieve substantial cost reduction in terms of Outsourcing, Offshoring and Procurement.
- Control logistics across the globe to ensure the timely delivery of stock to the customer.
- Control PPIC (Production Planning & Inventory Control) for all the manufacturing Units.

June'17 to Oct'20 Mountain Trail Foods Pvt. Ltd., Bengaluru as
Director-Purchase, SCM & QA (Head of Supply Chain)



Role:

- Directed a cost-efficient SCM operation in compliance with company policies and procedures, ISO standards and other regulatory guidelines.
- Lead End to End Purchase of RM/PM, Capex, R&M, Services etc.
- Lead the planning function which includes demand planning, supply planning, production planning, capacity planning across business lines.
- Developed Purchase/SCM function from scratch. Supplying TO 5000+ points daily
- Work closely with the NPD Team & plan things to make launch/transition successful.
- Leading Procure to Pay (P2P), Order to Delivery (O2D) & Route to Market (R2M) process of the company Lead distribution and logistics function and provide strategic direction to India Logistics, Distribution and Customer Service strategy and execution in General trade, modern trade, QSR & eCommerce vertical of the Company.
- Lead transformation in Network Optimization and developing a physical logistics and distribution architecture aligned with Go-To-Market –Model and Customer and Consumer Service level value proposition.
- Certified entire Chaipoint including SCM for ISO 22000:2018.

Significant Accomplishment:

- Reduced distribution cost by 16% & Purchase cost by 10%.
- On-time Deliveries reached 99.97% against 87% earlier.
- Developed alternate suppliers of 56% single-source items in a short period time, which help in improving the sustainability of the business.
- Leaded designing & implementation of In-house ERP, SCM Planning module successfully.

Jun'14-Jun'17 Rich Graviss Products Pvt. Ltd., Pune as Deputy General
Manager-Supply Chain (Head of SCM & Purchase)



Role:

- Directing the activities of all functions involved in the purchasing, planning, warehousing, Logistics and control of materials from the receipt of forecasting, replenishment needs for the delivery of the finished products by achieving cost and time efficiency and compliance to customers' requirements as per company guidelines which contributes to the profitability and growth of the Company.
- Lead end to end Purchase of RMPM/Capex & Services.
- Lead Integrated Business Planning (Advanced S&OP) to improve business growth.
- Monitor & control Production Planning & Capacity planning of multiple Plants.
- Work closely with the R&D team for New Product Launches. Allocate production line for trials. Make transition/launch plans post successful trials & business case clearance from World Headquarter USA.
- Analysing current spending, processes, and practices, develop an overall sourcing strategy that supports the organization goals. Sourced material from more than 20 Countries to get the right quality material at an optimum price.
- Designed customer-specific supply chain solutions.

Significant Accomplishment:

- Rated as Top Performer consistently for three years & got Star Gold award for exceptional performance (First one in Rich's India leadership in 20 Years).
- Achieved cost savings of approximately 6% in RMPM.
- Holds the merit of Initiating, Creating & implementing Material Requirement Planning (MRP) systems in the organization to ensure proper flow of Goods & Information. Got an innovation award from Mr. Rich for making the planning function automated.
- Initiated, created & Launched Supplier Portal (<https://suppliers.richgraviss.com>) to bring more transparency in the system. This helps Tier 1 & 2 supplier to do their supply Planning in a better way.
- Improved OTD from 91% to 98.97%, through proper planning.

**Jun'13-Jun'14 Dabon International Pvt. Ltd., Noida as
Manager - Supply Chain (Head of Supply Chain)**



Role:

- Leading Pan India, Purchase, Warehousing & Logistics Management, Imports, Forecasting, Inventory Management, and Production Planning & Inventory Control.
- Leading PPIC & Capacity planning for Plant & increased the optimization of the Plant.
- Alert and prepare an action plan in case of overstock or out of stock, balancing customer service and cost.
- Optimize national transport and supply chain: warehouse delivery flows, food service deliveries and stocks.
- Achieve a high level of service in avoiding delivery discontinuity to the distributor by accurate forecast plans.
- Sourcing material as per Global standards & develop alternate suppliers based on Risk assessment.

**Jul'11-May'13 Radhakrishna Foodland Pvt. Ltd., Noida as
Manager Operations (Supply Chain)**



Role:

- Leading the end to end supply chain for 310 Quick Service Restaurants/Stores/Distributors for frozen, chilled & dry products.
- Managed a team of 250+ team member.
- Controlling Distribution, logistics, Warehousing & Customer Service.
- Manage average dispatch/Receiving of 1200 Multi-Temperature trucks/month.
- Ensuring proper routing of trucks so that committed timelines to customer meet in a cost-efficient way.

Previous Experience

Sept'08-Jan'11 Bharti Retail Ltd., as Store Operations Manager



Jun'04-Aug'08 Vishal Retail Ltd., Agra as Store Manager



Rewards & Recognition

- Logistics Manager of the Year for Alternate thinking from Zee News, Zee Business, Ministry of Road Transport & Highways Govt. Of India & Mahindra Rise.
- Young Supply Chain Leader of the Year from ASSOCHAM
- Distribution Manager of the Year from CNBC TV18.
- Chief Supply Chain officer of the Year from Nasscom
- CII Scale Supply Chain & Logistics excellence



Confederation of Indian Industry



Diploma/Certification/Training

- Management Development Program in Strategy from ISB Hyderabad.
- Management Development Program in SCM Analytics from IIM Kashipur.
- Diploma-Multi Modal Transportation & Logistics Management from Institute of Rail Transportation, GOI.
- Certified in Six Sigma Green Belt & Black Belt from Indian Statistical Institute.
- Certified ISO 22000:2018 Auditor by SGS.
- Asset protection –Loss prevention by Wal-Mart.
- Price Negotiation & Delivery Schedules with Monopoly Supplier by ITC Global
- NCC 'C' Certificate



IT Skills

- SAP, Microsoft Dynamics AX, Ramco, Shoppers, BUSY, TALLY, Fountain, and RETAIL LINK.



Education

- PhD-Business & Management from Himalayan University.
- M.B.A- Post Graduation in Management.
- LLB - Bachelor of Law from Dr.B.R.A University, Agra.
- B.Sc. in Physics, Chemistry & Mathematics from Dr.B.R.A University, Agra.
- High School & Intermediate –Army School, Agra.



Personal Details

Date of Birth: 4th January 1983
 Present Address: New Delhi-110076, India
 Languages Known: English & Hindi