

SARBAJIT GHOSHAL

Tel.: +91 3325323327; Mobile: +91-7980804536/ 9674736633

E-Mail: Iraiyan82@gmail.com

WORKING AREA- PLANNING/ PROCUREMENT/ NEGOTIATION/ DISTRIBUTION/ VENDOR DEVELOPMENT WITH A LEADING FIRM

- ⇒ 13.4 years of experience in Purchase (P2P process Owner & TCO), Inventory Management, Vendor Development, SCM, Category Sourcing Strategy for the Corporate & Site Procurement functions of diverse Industry spaces.
 - ⇒ Last working as **Manager Materials with Berger Paints India Limited, H.O., Kolkata since Feb'13**. Prior to this assignment worked for 3 years in **Berger, Goa factory as Asst. Manager Materials** & 3 years in **Berger, Howrah factory as Executive Materials**.
 - ⇒ Proficiency in identifying new vendors for procurement and conducting vendor verifications.
 - ⇒ Experienced in **effective inventory control in various factories like Howrah, Rishra, VVN, Goa** through setting up quantity and quality limits.
 - ⇒ Expertise in 4 cycles of ERP implementation & cloud based program in Oracle platforms.
 - ⇒ Gathered fair understanding of preparing material inspection report and material receipt note, monthly cost and stock statement etc.
 - ⇒ Effective communicator with excellent relationship management & negotiation skills; possess a flexible & result oriented attitude with analytical skills.
 - ⇒ Proven track record of developing alternate vendors for increasing revenues, cost reduction, inventory management, streamlining process workflow.
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KEY DELIVERABLES

Materials Management

- ☒ Managing inventory effectively to maintain sufficient stock levels to meet customer requirement.
- ☒ Initiating and sustaining measures for improving inventory management practices and better availability of materials for the production/ various ongoing projects.
- ☒ Working towards maintaining optimum inventory levels in the warehouse in order to cut down on wastage and pilferage of inventory items.
- ☒ Undertaking stock valuation, auditing, and reconciliation for better inventory management.
- ☒ Ensuring inventory accuracy for value/ location/ count.
- ☒ Ensuring timely and accurate receipts/ issuance management to facilitate smooth plant operations.
- ☒ Procurement planning for various indigenous and imported Raw Materials and Packaging Materials.

Vendor Management

- ⇒ Identifying and developing a dedicated and alternate vendor source for A and B class items and achieving cost effective purchases of raw materials and reduction in delivery time.
- ⇒ Assessment of the performance of the vendors based on various criterions such as percentage for rejections, quality improvement rate, timely delivery, credit terms, etc.
- ⇒ Following-up with vendors for timely deliveries as well as ensuring timely payments.
- ⇒ Monitoring design, quality and manufacturing issues and coordinating with design dept., quality dept., manufacturing and supplier to solve them.
- ⇒ Overseeing stores management function and maintaining reduced inventory levels.
- ⇒ Maintaining stock of material without any variance by conducting stock verification.
- ⇒ Ensuring proper upkeep of stores and implementing quality techniques for effective control.

Attainments

Berger Paints India Limited, H.O., Kolkata

Feb 2013- June 2020 (7 years 4 months)—Manager Materials

- Lead Negotiation responsible for Major Raw materials (Various Extender Powders, Polyamides, Chemicals, Pigments, Driers and Oxides) for the whole organization.

- Procurement of various raw materials, traded products which catering requirements of total 12 manufacturing units on Pan India basis in Berger. The annual Purchase is approx. Rs.1000 Cr.
- Implemented private label strategy for generating revenue and operating profit; minimized business risk, created sustainable value, improved OTIF and reduced RMC & working capital demand which helped increase in top line and bottom line of the organization.
- Allocation of volumes of extenders to all suppliers and ensure timely supply to all factories.
- Lead, monitor and drive for procurement of International Sourcing and Traded product purchase, encompassing different industry segments - Road Marking Paints, Construction Chemicals, Texture Paints, 3D Paints, Kool & Seal, decorative & protective coatings.
- Centralized Handling and controlling of other location Purchase functions on PAN India basis for specified products- at Howrah, Rishra, Naltoli (Assam), VVN (Anand- Gujarat), Goa, Taloja (Maharashtra), Pondicherry, Hindupur (Andhra Pradesh), Jammu (Samba), Arinso (Sikandrabad) , Devla (Surajpur).
- Change Management Lead for thorough implementation of the Changes impacting various functions in the BU as a result of go-live of the Purchase Portal System (i-sourcing & i-supplier) in Oracle to-cash Flow platform initiating a seamless ordering process with real-time automatic ordering and order acceptance and ensuring all the steps (RFQ creation, Negotiation, Order Execution based upon price, service & quality, ASN- Advance shipment notice), SAN- Stock Acceptance Note, starting from ordering to material receipt is trouble-free and automated.
- I have implemented Theory of Constraints (TOC) so the response time from materials function is very important. The planning / forecasting is not available as this is a pull system.
- The Purchase dept. at Berger has achieved:
 - Material availability 99.5% plus.
 - Improved quality of inventory.
 - Driving Vendor reliability management so as to improve quality performance of supplies.
 - Implementation of TOC in Purchase.
 - Vendor development
 - Reduction in rejection in RM.
- Taken initiative in Integral part of Profitability by monitoring team for the organization.
- Having experience to avoid any sudden stock out situation at any plant level by taking proper guidance given to the plant management with help of R&D and marketing.
- Analyzing and strategic booking of imported Mineral powders, Oxides to achieve potential savings of the organization.
- Functional reporting to GM and Business Head with functional performance on QCD (Quality - Cost - Delivery) model.
- Monitoring of slow & non- moving stock analysis & proper use up route for liquidation.

Achievement:

- Participation in launching (May'20) of Berger BreatheEasy+ Hand Sanitizer & Floor Cleaner 1st time in Berger history by arranging of require RMs (D.M Water, IPA, Glycerin) in very short span of time along with making proper coordination between Marketing, R&D & Materials.
- Drove stock out position almost nil (i.e., 0.67% vs a previous 5 Year of 7%) in arrangement of mineral powders by developing new source with improved stock holding and maintained MOQ level.
- Achieved potential saving of Rs.1.5-1.7 Cr. appx. Per annum from slow -nonmoving items by doing inter-location transfer via used-up route formulation with help of R&D.
- Introduction of alternate source development (domestic & import) in extender powder with potential saving of Rs.2.3 Cr. appx. Per annum.
- Achieved savings of Rs.2.5 Cr. appx.by introducing THNA-02 against OmyaCarb 1A IP, of Trung Hai, Vietnam as a counter source of Omya, Malaysia during FY-16-17 & 17-18.
- Achieved to standardize centrally at R&D with calibrated tiles for Brightness testing & Linseed oil for oil absorption testing and distributed the same to all plants along with all vendors to maintain equal testing process for mineral products. Same is happened 2nd time in Berger Paints.
- Taken initiative in bulker(tanker) movement of Dry Powder to reduce overhead cost and making eco-friendly for Berger, Hindupur plant which is happened 1st time in Berger history and saved of Rs. 48 lakhs (p.a)
- Drove responsibility in accepting Mineral Powder (Calcite & Dolomite) at Jammu, Lakhanpur border under head of Marble powder with proper HSN for getting tax benefit for the organization & saved of Rs.36lakh p.a (appx).

Berger Paints India Limited, Goa Factory.

Jan 2010- Jan 2013 (3 years 1 month)—Asst. Manager Materials

- Lead person and responsible for procurement of consumables, stores and warehouse.
- Analyzing and strategic booking for all kind of required products for plant operation.
- Daily monitoring on TSL (Total Sales Load) and planning for arrangement of Raw materials, Packing Materials for immediate service to the plant production.
- Allocation of volume of all products to all suppliers considering L1, L2 & L3 ratio and ensure timely supply to the plant.
- Continual follow-ups with all vendors, transporters to make necessary arrangement against daily production requirement.
- To sort GR issues with RM Store, QC & Accounts, if any.
- Responsible for local source development for improving vendor base for traded products.
- Prepared MIS reports on:
 - ⇒ Daily Net Negative report of RM / Rolling Net Negative report/ RM report.
 - ⇒ RM Procurement & Inventory report/RM Issue Vs Blowup report /Inter Supplier variance report.
 - ⇒ Non-Moving & Slow Moving RM report
- Successfully coordinated with different manufacturing locations for required stock movement per locations demand.
- Regularly coordinated with finance department for advance payment requests, checking the status of pending bills and handing over bills after initial verification.
- Gathered knowledge of emerging domestic and international trends and their impact on relevant Rms cost.
- Cost reduction initiatives undertaken efficiently and successfully.
- Having experience to resolve the Critical issues with help of HO concern dept.

Achievement:

- Achieved potential saving of Rs.37 lakh appx. per annum from Propylene Glycol by introducing new source development of Dow Chemical, Singapore, Shandong Wells Chemicals Co. Ltd, China against Arrow Chemical, China with a substantial volume growth of 36.33(%) between FY -14-15 to 15-16.
- After rigorous follow ups, proper planning & by keeping inventory control, I have achieved to get success & met our yearend target & able to save cost of the company Rs. 6.6 Cr. in RM procurement.
- KAIZAN award received from plant General Manager for giving Excellent Suggestion for stock ordering and maintaining inventory under EOQ level.
- Reduction in dependency on any single source for any item.

Berger Paints India Limited, Howrah Factory.

April 2007- Jan 2010 (2 years 9 months) – Materials Executive

- Responsible for plant procurement function (planning, scheduling & ordering of RM-PM as per manufacturing program and follow up with respective vendors to maintain smooth production inventory levels).
- Handled all Procurements of Raw Materials, Packaging Materials for Decorative, Industrial, Powder Coating, Protective Coating, Auto-GI Paints.
- Releasing of PO's for RM, PM required.
- Productwise allocation of volume to all suppliers by maintaining L1, L2 & L3 ratio.
- Ensuring material achieved on time/ in full.
- To sort GR issues, if any.
- Other services like coordination of transportation and multi modal logistics for arrangement of material on FOR basis.
- Regular control in overall Stock holding.
- Participation in Non-moving stock reduction.
- New source introductions for cost reduction.
- Customs handling agent contracts and operation for import shipment.

- Working knowledge of ISO 9000 system and participation in maintaining and upgrading the system.
- Market Intelligence study, Steering Committee Member for ERP implementation.
- Responsible for local source development for improving vendor base for traded products.
- Prepared MIS reports on:
 - ⇒ Daily Net Negative report of RM / Rolling Net Negative report/ RM report.
 - ⇒ RM Procurement & Inventory report/RM Issue vs Blow-up report / Inter Supplier variance report.
 - ⇒ Non-Moving & Slow Moving RM report

Achievement:

- Reduction in dependency on any traded products.
- Drove stock out position almost nil (i.e., 1.05% vs a previous 2 Year of 8%) in arrangement of all products (RM, PM) and able to maintained MOQ level per production requirement.
- Ensuring timely and accurate receipts/ issuance management to facilitate smooth plant operations for solvent tanker arrangement.

INDUSTRIAL VISIT

- ✂ Shalimar Tar Products Ltd. (S.T.P.), Jamshedpur visited for detailed plant audit on Nov'19 during merging with Berger.
- ✂ RSA Pvt Ltd., Bhutan visited on Sep'19 for identifying source of mineral powder to cater requirement of major RM for Assam plant as a key cost benefit project for Putty production.
- ✂ Adinath Mineral, Kalpana Mineral (Vapi), Subh Mineral, Mountain Mineral (Chhota Udaipur), 20 Mic. R&D (Vadodara), Massavi Micro Minerals, Kalpana Mineral (Bhiwandi), Vimal Intertrade (Mumbai) visited on May'18 for localization of source development for west market.
- ✂ Shiba Agro, Dhanbad & Redichem Pigment Pvt. Ltd. Purulia visited on Jan'18 for developing local source on Red/Orange Oxide Pigment against import (China).
- ✂ Berger Naltoli Plant visited on Mar'17 during plant installation and did detail audit on work progress.
- ✂ Saibaba Mineral, Ajmer visited on Oct'16 for developing a new source of Calcite Granules for Texture paint production at Berger, North locations.
- ✂ 20 Mic. Ltd., Hosur plant visited on July'16 for understanding the explanation project & additional allocation for Berger.
- ✂ Visited on Feb '14 at Vimal Microns Ltd (Imerys India Pvt. Ltd.), Mehsana (Gujarat) & Alwar (Rajasthan) for new source development.
- ✂ Tata Steel, Tata Motors, Jamshedpur.
- ✂ Hindalco, Kolkata.
- ✂ CONCOR Inland Container Depot, Kolkata.

CO CURRICULAR ACTIVITIES

- ✂ Successfully passed M. Music. For Tabla, Awarded Sangeet Ratna Part-1 from Sarbabharatiya Sangeet-O-Sanskriti Parishad recognised by West Bengal Academy of Music and Dance.
- ✂ Distinction of passing the Sangit Bhusan Final from Pracheen Kala Kendra (Chandigarh).

PROFESSIONAL QUALIFICATIONS

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| 2020 | Pursuing International Diploma in Purchasing and Supply Chain Management (IPSCM) from Indian Institute of Materials Management (IIMM), Mumbai. |
| 2007 | Post Graduate Diploma in Transportation & Logistics Management from Indian Institute of Social Welfare & Business Management (IISWBM), Kolkata with 59%. |

CERTIFICATIONS

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| 2009 | Certificate course in ISO 14001:2004 on Environment Management System from BSI. |
| 2006 | Certificate course in Supply Chain Management from Symbiosis Centre for Distance Learning, Pune with 75.5%. |
| 2006 | Certificate Course in Export-Import & Risk Management from IISWBM with Grade -1. |

EDUCATIONAL QUALIFICATIONS

- 2004** **B.Com. (Hons.)** from University of Calcutta.
2001 **12th** from West Bengal Board of Higher Secondary Education, Kolkata
1999 **10th** from West Bengal Board of Secondary Education, Kolkata
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IT-SKILLS

- ☒ Certificate Course in Computer Application from Pranavananda Computer Institute (Bharat Sevashram Sangha) covering Windows 98/2000/XP/2010, MS-Office-Excel, Word, PowerPoint.
 - ☒ Experience in Oracle Application-ERP.
 - ☒ Experience in Cloud based program.
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PERSONAL DETAILS

Date of Birth: 2nd July 1982.
Permanent Address: 32/A, R. K Ghoshal Road, PO-Kasba, Kolkata-700042, West Bengal, India.
Present Address: 7B, Manmatha Dutta Road, Kolkata-700037, West Bengal, India.
Languages Known: English, Hindi and Bengali.
Passport Details: J2648738