

ATUL TIWARI

DGM - Logistics

Decisive, strategic performance-driven professional; targeting senior level assignments in **Supply Chain Management, Warehouse Management, and Logistics** with an organization of high repute



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Profile Summary

- **Certified Internal Auditor for ISO 9001: 2008** - offering **23 years** of rich experience in **Supply Chain Management, Inventory Management, Warehouse Management, Logistics, and Material Management**
- Leveraged understanding of **Oracle Apps 9 & 11i including PO, INV & OM Module**; comprehensive knowledge of **Global Trade & Logistics**; **implemented Tableau software** to monitor the performance of transporters in terms of on-time delivery, the share of the business, and cost percentage to sale revenue
- Drove logistics planning process for the region by developing and driving outsourcing strategies, focusing on identification, evaluation, selection, negotiation, and management of **world-class 3PL providers**; established distribution network for B2B and B2C customers such as **Amazon, Flipkart, and Bodmo**
- **Established supply chain processes & SOPs**, streamlined workflow, developed work environment to optimize resource & capacity utilization and augmented productivity & operational efficiencies
- Specialised in the development and management of customers and supplier relationships and formulation of innovative solutions; proven track record of **successfully employing best business practices** that improve efficiency and reduce operating costs whilst increasing performance within timelines & budget
- Established **Greenfield project of 1.6 lakh square ft. warehouse having G+4 floor racking with 3 VRC** and capacity of 30 Vehicle Inbound and 10K box dispatch in one day in Sonipat (Kundli) for the distribution to PAN India customers
- Established **Greenfield project of 1.8 lakh square ft. warehouse having G+5 floor racking with 4 RT** and capacity of 40 Vehicle Inbound and 15K box dispatch in one day in FarukhNagar with 3PL (All-Cargo Supply Chain) for the distribution to PAN India customers.
- Pivotal in the set-up of the **import channel of 4W Battery from Panasonic Thailand** and distributed to Indian aftermarket as well as selected channel partners and transporters to ensure the safe delivery of batteries
- Knowledge of dealing with **chronically difficult problems**, using superior **interpersonal and communication skills** to carefully discuss and **resolve problems**

Core Competencies

Logistics & Warehouse Management	ERP Implementation/ ISO Audit	International Logistics & Transportation
Strategic Business Planning	Sourcing and Procurement	MIS Reporting & Documentation
Resource/Cost Optimization	Team Building & Leadership	Client/Stakeholder Management

Education

- MBA in SCM in 2015.
- Graduate in Business Administration in 2012.
- 1 Year Diploma in Material & Store Management from Indian Institute of Material Management in 2008
- 3 Year Diploma in Computer Applications from Zap Institute in 2000

Soft Skills

- Communicator
- Collaborator
- Analytical
- Motivator
- Intuitive

Technical Skills

- **Operating Systems:** DOS, Windows '98, XP & Vista
- **Packages:** MS Office, ERP Oracle APPS & LN BAAN

Notable Accomplishments Across the Career

Minda Corporation Ltd. (Spark Minda Group) :-

- Engaged in the set-up of central warehouses fully integrated with WMS. 1.8L SQFT of space with G+5 industrial racking.
- Reduced days of inventory from 50 days to 40 days through improved controls, leveraging the ERP (LN BAAN) system and implementing a new S&OP process; resulting in the cost saving of approx. INR 3 -5 Crores per month

- Drove a transportation / warehousing network optimization initiative eliminating warehouses while reducing transportation costs; resulting in 5% savings on an INR 70L (Freight budget 14Cr) budgeted spend over a business of INR 706 Crores
- Introduced the replenishment system and forecasting techniques that helped in improving order fulfilment rate and minimising inventory from 50 days to 35 days

~ **Minda Distribution and Services Ltd. (Uno Minda Group)**

- Established a Greenfield warehouse of 1.6L SQFT in Sonipat having 5 VRC to support the business growth.
- Engaged in the set-up of regional warehouses fully integrated with WMS. 22K SQFT of space with G+3 industrial racking post GST implementation in a phased manner to cater to the demand of the entire South Zone
- Reduced days of inventory from 30 days to 25 days through improved controls, leveraging the ERP (LN BAAN) system and implementing a new S&OP process; resulting in the cost saving of approx. INR 5 – 7 Crores per month
- Drove a transportation / warehousing network optimization initiative eliminating warehouses while reducing transportation costs; resulting in 10% savings on an INR 30 Crore budgeted spend over a business of INR 1000 Crores
- Introduced the replenishment system and forecasting techniques that helped in improving order fulfilment rate and minimising inventory from 5 days to 2 days
- Played a key role in establishing the E-commerce business with Amazon & Flipkart; resulted in the revenue generation of INR 12 Crores in the first year of operation

~ **Donaldson Filtration India Limited**

- Planned and executed Raw & FG material for local and import; managed & monitored on-time delivery to customers' OE and aftermarket (retail)
- Directed International Trade (Import and Export) shipments
- Negotiated and finalized Local Logistic Contracts and lead from India on the Global Contract for freight forwarding and shipment clearance
- Led the operation of distribution with 3PL like Expedito and Uniworld
- Led a team of 2 members and established a single distribution centre in Bhiwandi of 7000 Square ft. and managed a sale of around 2.5~3Cr / month
- Gathered all the requirements of each entity on one table under one roof and float the tender in the open market with a volume of more than 7000 TEU per year resulting in a cost reduction of 67 million USD annually

~ **R.D Plast Private Limited**

- Worked as the Management Representative for ISO 9001: 2008 Certified by TUV
- Distributed products to end customers across PAN India

~ **Su-Kam Power Systems Limited**

- Managed the physical dispatch of goods and rejections to dealers & suppliers with the execution of packing slip destination-wise and pasted on dispatch boxes
- Drove the imports of IC through Thailand, Indonesia, and China as well as exported products to Dubai and African countries.
- Administered the transactions in ERP of PO, INV & WIP modules

Work Experience

Oct'22 – till now: Minda Corporation Ltd., Noida as DGM – Logistics

Key Result Areas:

- Coordinating with different departments for inventory requirements; planning the inventory and optimizing stocking of materials; coordinating with suppliers, ensuring timely delivery of the procured materials
- Strategizing & implementing Capex & Opex purchase process for various goods as per requirements in compliance with organizational policies and SLAs; administering spending budget, purchase requisition and purchase order
- Developing, documenting, and executing a global comprehensive logistics and distribution strategic plan that drove optimal customer service and revenue enhancement
- Heading logistics & pricing at a global level that include yield management, vessel routings, equipment control & service matters
- Developing high-level implementation plans, and determining future logistics organizational structure/support ensuring Delivery-in-Full (DIF) and Delivery-on-Time (DOT)
- Strategically planning and managing logistics, warehouse, transportation and customer services while monitoring compliance with laws, regulations and ISO requirements
- Evaluating and reviewing company's logistics operations business practices, updating and developing process documentation, streamlining opportunities, and eliminating non-value added activities
- Developing and managing the logistics operations budget and all related fiscal forecasting and planning activities

Jan'15 – Dec'21: Minda Distribution and Services Ltd., Sonipat as DGM – Logistics

Key Result Areas:

- Coordinating with different departments for inventory requirements; planning the inventory and optimizing stocking of materials; coordinating with suppliers, ensuring timely delivery of the procured materials

- Working in the areas of budget development and tracking, value capture assessment, reporting, communications as well as leading various corporate-wide and operations-specific initiatives as required
- Strategizing & implementing purchase process for various goods as per requirements in compliance with organizational policies and SLAs; administering spending budget, purchase requisition and purchase order
- Developing, documenting, and executing a global comprehensive logistics and distribution strategic plan that drove optimal customer service and revenue enhancement
- Heading logistics & pricing at a global level that include yield management, vessel routings, equipment control & service matters
- Developing high-level implementation plans, and determining future logistics organizational structure/support ensuring Delivery-in-Full (DIF) and Delivery-on-Time (DOT)
- Strategically planning and managing logistics, warehouse, transportation and customer services while monitoring compliance with laws, regulations and ISO requirements
- Evaluating and reviewing company's logistics operations business practices, updating and developing process documentation, streamlining opportunities, and eliminating non-value added activities
- Cultivating positive business relationships with customers and vendors; directing pricing and performance reviews to identify service and revenue improvement opportunities and manage costs
- Developing and managing the logistics operations budget and all related fiscal forecasting and planning activities
- Facilitating activities that improved coordination and communication within the logistics department and other departments throughout the corporation

Previous Experience

Jul'13 - Jan'15: Donaldson Filtration India Limited, Manesar as Senior Manager-Supply Chain (South Asia)

Feb'11 – Jul'13: R.D Plast Private Limited, Delhi as Manager-Operations (Supply Chain)

May'08 – Feb'11: Sudhir Gensets Limited, Gurgaon as Manager (SCM)

Jul'06 – Apr'08: Su-Kam Power Systems Limited, Gurgaon as Assistant Manager in Materials Department

Sep'00 – Jun'06: Honda Siel Power Products Limited, Greater Noida

Growth Path:

Sep'00 – Aug'02: Senior Assistant

Aug'02 – Jul'04: Assistant Officer

Jul'04 – Jun'06: Officer

Personal Details

Date of Birth: 12th April 1979

Languages Known: English & Hindi

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