

Thirupathi Balakrishnan

**Overseas Buyer -Food Service/HORECA/Down-market> Fresh Meat/
Frozen Foods/Seafood/Bakery ingredients/Specialty & Gourmet
Foods/Seasoning and more**

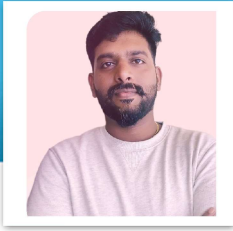
<https://www.linkedin.com/in/thirupathib/>

Industry Preference: Food Service/Retail/Production

Location Preference: GCC

🏠 Manama Bahrain, Building No.:35, Flat: 92, Road: 4001 Block: 316, Al Juffair

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📊 Key Skills

Supply Chain Management

Warehousing

Material Management

Liaison & Coordination

Quality Control

Procurement

Logistics

Training & Development

Team Building & Leadership

🧠 Profile Summary

- 🔗 Experienced professional with over 10+ years of result oriented GCC experience in Operations management, Supply Chain Management, Procurement, Logistics, Inventory Control, Performance Management, and Team Management.
- 🔗 Proficient in effectively managing warehouse operations to ensure productivity, inventory control, and optimal operating costs within budget.
- 🔗 Skilled in vendor and service provider evaluation to control logistic costs.
- 🔗 Knowledgeable in WMS (Warehouse Management Systems) and Microsoft DX NAV 2013.
- 🔗 Expertise in planning and maintaining efficient warehouse operations, including assigning, and evaluating personnel performance.
- 🔗 Experienced in finalizing material specifications, establishing quality and quantity limits for effective inventory control, and minimizing wastage.
- 🔗 Effective leader with excellent communication, negotiation, and relationship-building skills.

🛠️ Soft Skills



Communicator



Innovator

👤 Career Timeline

Fine Foods WLL, Kingdom of Bahrain, ~ Asst Procurement Manager

Jawad Business Group (Velocity Logistics), Kingdom of Bahrain
~Warehouse Administrator

2019-till date

2015-2018

2013-2015

Almoayed General WLL, Kingdom of Bahrain
~Inventory and Supply Chain manager

🖥️ IT Skills

- Microsoft Dynamics Nav-2013
- ERP & WMS
- AI tools
- Office Tools
- SPSS

🎓 Education

- 🔗 MBA (Operations Management) from Anna university of Coimbatore, Hosur, India in 2012
- 🔗 B.E. from Anna university, Chennai, Ramanathapuram, India in 2010
- 🔗 Enrolled to CIPS Level 4 Mar'23

Work Experience

Since Jan'19 – To date with Fine Foods WLL (Part of Hassan& Habib's sons of mahmood group), Kingdom of Bahrain as Asst, Purchasing Manager <https://www.hhm-group.com/> first Professional Food Service Company in Bahrain Since 1930.



Role:

- Successfully managed 60+ overseas and 50+local GCC suppliers for Fine-Foods Food Service, Advanced Bakery solutions, Fine Foods gourmet, Shipchandling and Retail Division(MT/TT/GT/Van Sales handled by their own team where I have assisted on imports and logistics part only).
- Demonstrated proficiency in handling all aspects of importing frozen meats, including thorough knowledge of customs regulations, import documentation, permits, and certifications required for different types of meat products Managed to work with 50,000 SKU's and monitored stock levels and analyzed them in conjunction with forecasts and pipeline order.
- Handled Major brands Lamb Weston, CAB -Greater Omaha, Stockyard beef, EKRO, Nabil, Almarai, SPIER, Bridor, Olmeda Origne's, Elle&Vire, Lakeland dairies, Perdue meats, John Ross, Norwegian Salmon, Valrhona, Master martini, Boiron,Grands moulins and many.
- Led a team of three members, including a senior, in handling overall average monthly purchase volumes: Food Service (\$1.7M), Retail (\$0.8M), Bakery Division (\$0.6M), and Non-Foods (\$0.05M).
- Managed an average inbound of 45+ containers per month, comprising 70% frozen, 20% dry, and 10% ambient goods. Additionally, oversaw warehouse operations with a holding capacity volume of 25,392 CBM.
- Handled shipment logistics arrangements, import documentation, and related costing.
- Audit and improvise the purchasing policy and implement SOP procedures to optimize purchasing power.
- Prepared scope of work, bid evaluation criteria, cost estimates, and price structures for all the concept restaurants and Ministry tenders.
- Led supplier selection and evaluation processes along with sales director to expand the company's product range with high-quality offerings.
- Evaluated suppliers' food safety systems and monitored and reported on their food safety performance as part of the Food Safety Team
- Lead the ERP migration on purchase module from WMS to Mc E-biz cloud as an enthusiastic Supply Chain professional.
- Identified root causes for significant supply and ocean freight constraints and successfully implemented process changes resulting in a 40% increase in monthly container booking efficiency during the 2021 Supply Chain Crisis.
- Negotiated with suppliers for marketing support and effectively tracked the planned activities throughout the quarter.
- Managed all seasonal sales and conducted promotions for F1 events, including budgeting and cost analysis.
- Actively engaged in business expos to explore new supplier opportunities and strengthen the supply chain.
- Acted as a liaison between the sales and finance departments, facilitating seamless order placement within the allocated budget. Served as a Key Account Manager (KAM) alongside vendors to ensure timely resolution of all outstanding claims.

July'15-Jul'18 with Almoayed General, Kingdom of Bahrain as Supply chain and Inventory Manager <https://almoayed.bh/>



Role:

- Managed the entire logistics and warehouse operations for FMCG retail divisions, "Bateer" and "Al Moayed Distribution."
- Controlled a monthly warehouse inventory worth USD 5 million, consisting of around 3,500 SKU's. Oversaw warehouse employees of different nationalities.
- Liaised and negotiated with 3PL service providers to arrange containers and coordinated shipping documents for customs clearance.
- Prepared Local Purchase Orders (LPO) and other procurement related to company policies and procedures, maintaining Supplier Open Account (SOA).
- Developed and prepared annual budget for the logistics department, ensuring cost of sales (COS) percentage aligns with the budgeted level.

Reporting and Coordination:

- Prepared monthly logistics reports and coordinated with the finance manager to consolidate financial reports.
- Collaborated with the sales team to generate purchase orders for the sales period.
- Maintained a product cost register to determine the Recommended Selling Price (RSP) for each SKU, while ensuring an acceptable gross profit margin.
- Conducted internal audits to assess operational performance and ensure quality assurance in logistics.

Inventory Management:

- Conducted weekly perpetual inventory counts for the warehouse and monthly counts for the stores.
- Managed SKU and product description files, Standard Operating Procedures (SOP), and policies for NSHE Audit (National Safety, Health, and Environment).

Highlights:

- Played a key role in implementing DXNAV/LS Retail systems in the HO and retail stores for Almoayed Distribution.
- Leading the project for Upgrading from Nav 2009 to NAV 2018 in process for Bateel Team.
- Achieved approximately 65K BHD P/A in positive cash flow improvements through negotiation of more favorable vendor payment terms.
- Annual COS % reduced to 2% compared to sales year 2016.
- Introduce LTL movements which reduce emergency orders freight cost to 25% and Increase the Inbound flow within the budget.

Jul'13-May'15 with Jawad Business Group (Logistics Department), Kingdom of Bahrain

Warehouse Administrator <http://www.jawad.com/>



Role:

- Maintained:
 - Company policy and procedures (SOP) for the ISO9001:2000 audit.
 - Coordinate the Internal and supplier quality audit and maintain the documents.
 - Preparation of Monthly Divisional Logistics administration report for the management
- Coordinate with department heads to prepare daily operation plan for warehouse and logistics delivery team.
- Initiate lean management activities to reduce the dead stock occupancy level and avoid overstocking.
- Prepared month-end reports for delivery, Order picking productivity, expenses statement of petty cash and "Goods Received & Issued Note, Inventory Adjustment/Write off, claims from the insurance, Sanitation, repacking cost.
- Coordinate with clearance department for the document preparation related to the export shipments.

Highlights:

- Attained:
 - 99(A+) Score during the external supplier audit conducted by NISE from UK
 - Lean activity -20% dead stock identified and removed from Dry Loc.
 - Developed a module in WMS to monitor the on-time delivery rate over the projected plan.

Previous Work Experience

Dec'12 to May'13 with TNQ Books and Journals Ltd, Chennai, India

Management Trainee-Production (NAGMR) <https://www.tnq.co.in/company/>



Mar'12 to Nov'12 Management Trainee "Production Planning & Control" in Castwell Autoparts, Ltd, Chennai, India



Personal Details

Date of Birth: 15th May 1987

Languages Known: English, Tamil, Hindi (Basic)

Nationality: Indian

Marital Status: Married

Passport No.: N8036437

Passion/Interest: All about Food...

Visa Status: Work Visa -Family (Until Jan 2025)