**Ramchandra P. Katekar**



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**Aspiring to secure a challenging supply-chain management position with a dynamic and exciting organization where my business knowledge, experience and skills will contribute towards the growth and success of organization**

**Professional Overview**

* Dynamic Supply Chain professional with 10 years of experience in FMCG & Manufacturing.
* Well-developed business & supply chain understanding attained through diverse assignments, in different Supply Chain & business analysis roles at both corporate & manufacturing locations in both domestic & international markets including India, Asia, Middle East and North Africa as well as North America.
* Strong communication, interpersonal, analytical skills with proficiency at grasping new concepts quickly and utilizing the same in a productive manner.

**CORE COMPETENCIES**

**Supply Chain Operations**

* **10+ Years** of Hands-on experience across a range of Supply Chain functions including **Suppl**y **Planning, Demand Planning,** Distribution Planning, Inventory Management, using tools like SAP R3 & SAP APO.
* **Demand Planning (S&OP):** Demand planning for the entire product line to ensure lower forecast error and optimum inventory level to meet customer service target. Development & implementations of base demand using **Statistical Modeling.**
* S&OP Implementation: Hands on experience in implementation of S&OP process for previous and the current organization.
* Decision making, Entrepreneur approach are other core competencies.
* Project Management, Building Relationships

**Professional Experience**

***Guardian Glass Industries. Supply Chain Analyst (Demand Planner) May 2018 till date***

* Use of analytical skills, marketing, and sales data to effectively estimate future product demands
* Planning Inventory flow by the process of Demand and Supply Balancing – Demand Allocation & Constraining
* Work with Sales, Marketing and Business Development teams to get their inputs on Market Intelligence (Customer knowledge, Market Growth, Market Share), New Product Introductions and Business strategy on 3, 18 months of forecast horizon, conduct a challenge process, reflect the above inputs into the forecast and develop consensus with all stakeholders on the unconstrained forecast
* Work with Scheduling , sales and other stake holders to constrain the forecast and publish it.
* Highlight the gaps between the demand plan and the business strategy.
* Measure, analyze and report the KPIs on forecast accuracy for the sub-region (WAPE / MAPE, FC BIAS)
* Work with sales and other relevant teams to improve the forecast accuracy for the identified areas
* Continuously and creatively look for opportunities to improve the Demand Forecasting and Planning process.
* Drive strategic decisions based on financial analytics
* Lead S&OP & Demand Planning process to drive the strategic decisions into reality

***National Foods Industries Ltd. Demand Planner Jan 2016 – May 2018***

* **Smooth functioning of Demand, Production and distribution planning** for the entire product line to ensure lower forecast error and optimum inventory level to meet customer service target.
* Development & implementations of base demand using **Statistical Modeling**.
* **Develop regional level demand** for individual products aggregating to a national level forecast.
* **Lead Consensus meetings** with sales, marketing & business teams to arrive at one agreed number
* Participate in **S&OP** meetings to provide necessary insights from Demand side.
* Devising **Production strategies** considering operational and business challenges
* Ensuring meeting service goals
* Manage **distribution** to minimize transportation cost
* Deliver **Long Range Forecasting** (24 month) for individual item for financial & operational viability.
* Manage factors affecting **cost per case.**

***Achievements:***

* Implementation of Demand Planning & S&OP process.
* Reduced short lead orders by **80%**.
* KPI: **Achieved forecast accuracy of 75%.**

***General Mills India Pvt. Ltd. Demand & Supply Planning Consultant Dec 2011 - Dec 2015***

* Various roles handled with General Mills include:
  + Demand Planning
    - Consultant
    - Sr. Demand Planner
    - Demand Planner
  + Production Planning
    - Sr. Planning Executive
    - Planning Executive
* Lead and execute the Demand Planning process to contribute to business & customer service objectives for the respective marketing division and the logistics function.
* The primary role is to create an un-biased operational demand forecast, which is a key input to the Inventory Planning, Scheduling, and Deployment processes.
* The fundamental purpose is to drive improvement in forecast accuracy by optimizing the APO statistical forecasting technologies, continuously improve the forecasting process, and provide insights to the marketing division to enhance business decisions.
* Develop and implement forecasting strategies that apply mathematical/statistical methods resulting in a best in class forecasting process that meets or exceeds established goals and objectives through improved forecasts.
* Partner with the US Demand Planner to deliver actionable insights the company can use to reduce inventory, lower costs and improve capital asset utilization.
* Ensure data integrity while creating and managing statistical shipment forecasts in SAP APO at the item/location/week level across defined Customer channels. Leverage existing exception management while developing new capabilities to manage exceptions that drive improvement in forecast accuracy.
* Drive continuous improvement by examining existing APO forecasting tools and processes and making improvements.
* Provide regular reporting and updates on key performance metrics such as forecast error and forecast bias.
* Develop expertise in General Mills demand forecasting systems and strategies, contributing to the overall improvement in General Mills capabilities in these areas.

***Asian PPG Industries (Asian Paints). Planning Officer Apr 2009 - May 2011***

* Scheduling as per monthly Production Plan.
* Prepare the weekly production plan from monthly production plan.
* Monitoring the Depot Stock level of Product & decide the production schedule.
* Inventory control as per company policy.
* 100% on-time delivery as per Production Plan.
* Coordinate with Purchase, Technical, Production, Stores, Dispatch for the timely delivery of the Product.

**Computer Skills**

* **SAP MM Module.**
* SAP R/3
* SAP APO
* SAP BW
* Terra Demand sensing.
* MS-Office.

**Personal Dossier**

Date of Birth : 07/01/1987

Linguistic Abilities : English, Hindi, Marathi, Arabic