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Guinea - West Africa

Dynamic Supply Chain & Logistics Leader | Driving Operational Excellence & Cost Efficiency

PROFILE

With over **18 years of expertise** in **supply chain management, logistics, warehouse operations, and procurement**, I have consistently driven efficiency, cost optimization, and process excellence across **automobile, electronics, and packaging industries**. As a **strategic thinker and hands-on leader**, I specialize in **streamlining supply chain workflows, enhancing inventory accuracy, optimizing fleet and transportation networks, and improving vendor management** to ensure seamless operations. A firm believer in **collaborative leadership**, I foster a culture of **continuous improvement, accountability, and operational excellence**. I lead with **transparency and data-driven decision-making**, empowering cross-functional teams to exceed performance metrics and deliver tangible business impact. My ability to **motivate teams, resolve bottlenecks, and implement best practices** has led to sustained operational efficiencies and bottom-line growth. My expertise lies in **transforming supply chain operations into competitive advantages**, ensuring **profitability, sustainability, and business growth**. I am passionate about **leveraging technology, data analytics, and process re-engineering** to drive long-term success in fast-paced, high-volume industries.

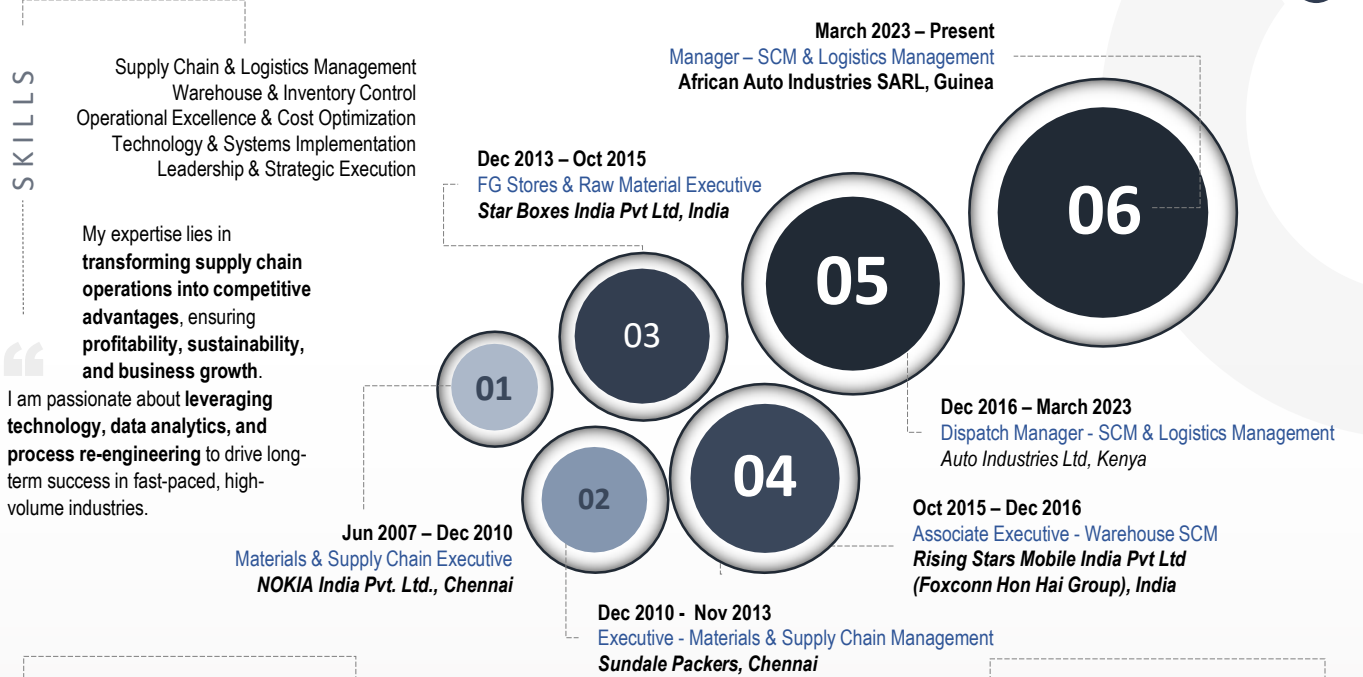
SKILLS

Supply Chain & Logistics Management
Warehouse & Inventory Control
Operational Excellence & Cost Optimization
Technology & Systems Implementation
Leadership & Strategic Execution

My expertise lies in **transforming supply chain operations into competitive advantages**, ensuring **profitability, sustainability, and business growth**.

I am passionate about **leveraging technology, data analytics, and process re-engineering** to drive long-term success in fast-paced, high-volume industries.

MY JOURNEY



01

End-to-End Supply Chain Expertise: Managing procurement, inventory, logistics, fleet, and distribution with a keen focus on **cost reduction and service optimization**.

03

Proven Track Record in Cost Savings: Successfully **reducing logistics costs by 15%**, improving inventory accuracy to **98%+**, and enhancing storage capacity by **30%** through strategic initiatives.

02

Process Optimization & Automation: Implementing lean methodologies, Six Sigma practices, and automation tools to enhance operational efficiency and reduce turnaround time.

04

Customer-Centric Strategic Execution: Driving on-time deliveries, service excellence, and agile supply chain operations while proactively identifying inefficiencies, mitigating risks, and ensuring resilience in dynamic market conditions.

What I Bring to the Table



Inventory & Order Accuracy
98%+ Inventory Accuracy
20% Faster Order Processing



Warehouse & Logistics Optimization
30% More Warehouse Capacity
15% Logistics Cost Reduction



High-Impact Achievements
Shipments (751 bikes in a day)
100K KES Monthly Revenue Boost



Cost Savings & Revenue Generation
10 Lakh INR Recovered - Idle Inventory
Automation-Led Efficiency



Supply Chain & Tech Excellence
Alternative Supply Chain Resilience
ERP & SAP Optimization

Supply Chain & Logistics Management: End-to-End Supply Chain Planning, Procurement & Vendor Management, Logistics & Distribution Strategy, Fleet & Transportation Optimization, Demand & Supply Planning

Operational Excellence & Cost Optimization: Lean & Six Sigma Methodologies, Business Process Reengineering, Cost Reduction Strategies, Performance Metrics & KPI Tracking, Compliance & Risk Management



Warehouse & Inventory Control: Warehouse Space Optimization, Inventory Accuracy & Stock Audits, Material Handling & Storage, Automation & Process Standardization, ERP & SAP-Based Inventory Management

Technology & Systems Implementation: ERP & SAP Integration, Supply Chain Analytics & Data-Driven Decision-Making, KANBAN, PDMS, IMES, AWC, KPMT

Manager – SCM & Logistics Management | African Auto Industries SARL, Guinea | March 2023 – Present (A subsidiary of Dubai Auto Gallery (DAG), a leading automobile distributor associated with Bajaj Auto Ltd.)

As the Supply Chain & Logistics Manager, I spearhead the planning, execution, and optimization of end-to-end logistics, procurement, distribution, and fleet operations across Guinea. My mandate focuses on **driving cost efficiencies**, **ensuring service reliability**, and building **resilient last-mile delivery systems** that support Bajaj Auto's automotive operations in West Africa. Operating in a dynamic and often resource-constrained environment, I lead **strategic sourcing initiatives**, negotiate high-stakes vendor contracts, and ensure the timely and damage-free movement of goods across multiple channels. My leadership has been integral in navigating disruptions, containing operational costs, and building a reliable logistics framework from the ground up.

Core Responsibilities & Strategic Contributions

Logistics Strategy & Operations Oversight

- Directed all inbound and outbound logistics functions, including **loading/unloading protocols**, **route planning**, **fleet utilization**, and vendor coordination to ensure operational continuity across remote regions.
- Implemented **rigorous inspection procedures** to prevent transit damages, pilferage, and material shortages, maintaining service quality across FY 23/24.
- Supervised both **COCO (Company-Owned Company-Operated)** and **CODO (Company-Owned Dealer-Operated)** delivery models, introducing **remote auditing systems via WhatsApp** to track shipment accuracy and improve dealer compliance.

Cost Management & Budget Adherence

- Maintained transportation cost stability despite a **20% surge in fuel prices**, achieving cost containment through **proactive vendor renegotiations and route optimization strategies**.
- Introduced **monthly transport cost reduction measures**, leading to a **saving of 1 million GNF (~\$1,200 annually)** while expanding fleet capacity to meet increasing demand.
- Navigated a major supply chain disruption caused by a **fuel depot fire in December**, securing favorable transport contracts during crisis through **strategic vendor negotiations**, ensuring delivery continuity.

Strategic Sourcing & Local Procurement

- Led a **cost-effective local sourcing initiative for helmets**, procuring **2,500 units at \$6 each**, achieving **\$12,500 in annual cost savings** by eliminating dependence on higher-priced imports.
- Evaluated supplier capabilities and enforced stringent quality benchmarks for all locally sourced items, maintaining brand integrity across safety gear and promotional inventory.

Process Control, Quality, and Audit Governance

- Developed standard operating procedures (SOPs) for warehouse operations and vendor handling, improving **accuracy and consistency in dispatches**.
- Oversaw **digital coordination for remote warehouse audits**, leveraging instant communication tools to ensure real-time visibility and reporting across distributed sites.
- Enforced **compliance-driven documentation** and shipment validation protocols, minimizing administrative gaps and enhancing delivery traceability.

Business Impact & Notable Achievements

- Mitigated logistics cost volatility** during fuel price inflation by renegotiating freight contracts and optimizing delivery routes.
- Achieved **\$12,500 in procurement savings** through a successful local sourcing initiative for helmets.
- Implemented cost-control mechanisms to deliver **\$1,200 in transport cost savings annually** without compromising delivery timelines.
- Enabled **remote audit capability** through WhatsApp-based documentation and tracking, improving dealer alignment and control.
- Ensured **zero material shortages or damage-related rejections** in FY 23/24 through robust inspection and handling processes.

Dispatch Manager - SCM & Logistics Management (Dec 2016 – Mar 2023) | Auto Industries Ltd, Kenya (A subsidiary of Dubai Auto Gallery (DAG), a leading automobile distributor associated with Bajaj Auto Ltd.)

Role Overview: As the Dispatch Manager - SCM & Logistics Management, I oversee the strategic planning and execution of supply chain operations, including procurement, inventory control, logistics, vendor management, and distribution. My expertise lies in optimizing supply chain workflows, implementing cost-effective strategies, and ensuring seamless logistics execution. By leveraging strategic sourcing, operational efficiency, and demand planning, I have successfully reduced costs, improved delivery timelines, and enhanced overall supply chain resilience.

Key Responsibilities & Accountabilities

- **Logistics & Distribution Management:** Spearhead multi-location logistics operations by implementing structured inspection protocols, optimizing routing strategies, and ensuring seamless inbound and outbound movement.
- **Fleet & Transportation Management:** Coordinate with vendors for efficient goods transportation, maintaining compliance with safety regulations, reducing transit times, and negotiating cost-effective freight rates.
- **Procurement & Vendor Management:** Develop and implement procurement strategies, optimizing vendor selection, securing cost savings, and ensuring uninterrupted supply chain continuity despite market fluctuations.
- **Warehouse & Inventory Optimization:** Manage a 50,000+ sq. ft. warehouse with over 5,000 SKUs, implementing automation tools, cycle count frameworks, and demand-driven stock alignment to maintain 98%+ inventory accuracy.
- **Operational Efficiency & Cost Optimization:** Implement business process re-engineering (BPR) strategies to reduce turnaround time, cut operational costs, and optimize resource utilization while maintaining high customer service levels.
- **Strategic Supply Chain Planning:** Oversee the end-to-end planning process, from inventory control and unit operations to last-mile delivery and after-sales service for large-scale spare parts distribution.
- **Technology & System Implementation:** Work on Material Management Portals (MMP) for procurement tracking, stock monitoring, and database management to enhance supply chain visibility.
- **Compliance & Documentation:** Maintain proper documentation procedures, ensuring regulatory compliance, facilitating seamless audits, and improving record-keeping accuracy.

Business Impact & Achievements

- Achieved 98%+ inventory accuracy, eliminating stock discrepancies and improving order fulfillment rates.
- Reduced order processing time by 20%, introducing structured workflows and automation in warehouse operations.
- Optimized warehouse storage capacity by 30%, leveraging improved stacking and space utilization techniques.
- Reduced transportation costs by 15%, enhancing fleet utilization and renegotiating freight contracts.
- Strengthened supply chain resilience by implementing alternative sourcing strategies to mitigate risks.
- Handled record-breaking shipments, dispatching:
 - 751 bikes on December 23, 2021
 - 722 bikes on March 31, 2021
 - 634 bikes on March 21, 2020
- Reduced material handling damages by 5%, implementing enhanced handling and storage techniques.
- Doubled warehouse stacking capacity, increasing storage from 30 containers to 52 containers.
- Generated additional revenue of 100K KES per month, outsourcing printing costs for helmets and reflector jackets.
- Converted idle inventory into revenue, salvaging non-moving stock worth 10 lakh INR, minimizing capital lock-in.

Associate Executive - Warehouse SCM (Oct 2015 – Dec 2016) | Rising Stars Mobile India Pvt Ltd., India (A subsidiary of Foxconn Hon Hai Group, a leading global electronics manufacturer and supply chain solutions provider.)

Role Overview: As an Associate Executive - Warehouse SCM, I was responsible for overseeing warehouse operations, inventory control, and logistics within a multi-lakh sq. ft. central distribution center. I played a key role in maintaining operational efficiency, regulatory compliance, and automation-driven process improvements. By implementing streamlined workflows and ensuring optimal space utilization, I contributed to the seamless distribution of products across PAN India.

Key Responsibilities & Accountabilities

- **Warehouse Operations & Distribution:** Managed daily operations of a large-scale central distribution center, ensuring smooth inbound and outbound logistics across PAN India.
- **Inventory & Documentation Management:** Maintained accurate records of warehouse activities, overseeing picking, storage, receiving, and dispatching operations to ensure stock accuracy and compliance.
- **Performance Monitoring & KPIs:** Established, monitored, and drove key performance indicators (KPIs) and service level agreements (SLAs) to enhance warehouse and logistics efficiency.
- **Process Standardization & Compliance:** Ensured adherence to warehouse safety policies, operational protocols, and government regulations, minimizing operational risks.
- **Security & Asset Protection:** Oversaw warehouse security operations, ensuring safe handling, proper storage, and effective use of equipment to safeguard company assets.
- **Automation & Process Improvement:** Spearheaded multiple automation projects, optimizing tracking, order fulfillment, and logistics coordination for enhanced operational accuracy.
- **Product Quality Analysis:** Conducted failure analysis on defective products, identifying root causes and implementing corrective actions to improve product quality.

Business Impact & Achievements

- Successfully managed a high-volume central distribution center, ensuring timely fulfillment and dispatch across India.
- Implemented automation-driven solutions, reducing manual errors and improving operational efficiency.
- Enhanced warehouse safety and compliance, ensuring adherence to regulatory and security protocols.
- Optimized storage utilization, improving inventory accuracy and space management.
- Reduced logistics bottlenecks, streamlining picking and dispatch operations for faster deliveries.
- Contributed to product quality enhancements, identifying defective product trends and implementing corrective measures.

FG Stores & Raw Material Executive (Dec 2013 – Oct 2015) | Star Boxes India Pvt Ltd, India (A leading manufacturer of Corrugated Boxes & Expandable Polystyrene (EPS) Packaging Solutions.)

Role Overview: As an FG Stores & Raw Material Executive, I was responsible for overseeing raw material procurement, inventory management, and warehouse operations while ensuring strict adherence to SOPs, GMP, and ISO standards. I played a pivotal role in material handling, stock optimization, and audit compliance, ensuring a smooth and efficient supply chain for packaging production.

Key Responsibilities & Accountabilities

- Raw Material Management & Storage: Handled receiving, storing, and issuing raw materials in compliance with SOPs and GMP guidelines to maintain operational efficiency.
- Inventory Control & Documentation: Managed stock records, material transactions, and non-moving inventory reports to improve inventory accuracy and reduce capital lock-in.
- Quality Assurance & Inspection: Ensured incoming raw materials met quality inspection standards, verifying quantity and compliance against purchase orders.
- Material Distribution: Issued raw materials to the production department as per demand, maintaining optimum stock levels to prevent production delays.
- MIS Reporting & Compliance: Monitored inventory movement through MIS updates, stock reports, and delivery documentation, ensuring audit compliance.
- Process Optimization & Audit Compliance: Conducted inventory audits, improved material traceability, and ensured adherence to ISO and safety protocols.
- Warehouse Safety & Documentation: Managed key documentation, including purchase requisitions, goods receipt notes, stock reports, and invoices, ensuring accurate record-keeping.

Business Impact & Achievements

- Successfully implemented a high-volume material supply process for Nokia's production team, delivering 3,000 units within 4 hours – a first in production history.
- Identified and resolved a critical mismatch of two different part numbers in the running order, earning high appreciation from management.
- Strengthened supplier relationships and ensured 100% on-time dispatch adherence, reducing supply chain disruptions.
- Led process improvements in stock reconciliation and ERP-based inventory control, minimizing discrepancies and enhancing material traceability.
- Played a key role in serving major clients, including Samsung India Electronics, Hyundai Motor India, Mando India, Dell India, and Lotte Pie India, ensuring uninterrupted supply chain operations.

Executive - Materials & Supply Chain Management (Dec 2010 - Nov 2013) | SUNDALE PACKERS, Chennai Wooden Packing Cases - Packaging Manufacturing

Role Overview: As an Executive in Materials & Supply Chain Management at Sundale Packers, I was responsible for end-to-end material procurement, inventory control, supplier coordination, and dispatch operations. I played a crucial role in optimizing supply chain workflows, implementing systems for material management, and ensuring on-time delivery to key customers. My expertise in purchase order management, supplier evaluation, and inventory audits contributed to operational efficiency and cost optimization.

Key Responsibilities & Accountabilities

- Material Procurement & Supplier Management: Created and managed purchase orders (POs), tracked material inflow, and ensured timely procurement through supplier coordination.
- Inventory Control & Compliance: Maintained material inward and stock reports, successfully completed monthly inventory checks, and ensured accurate documentation.
- Supplier Evaluation & Audits: Conducted supplier audits, evaluated performance ratings, and approved new suppliers based on quality and delivery standards.
- Process Optimization & System Implementation: Implemented material management systems and optimized stores, purchase, production, quality, and dispatch operations.
- Logistics & Dispatch Management: Planned and executed work orders for suppliers, ensuring the timely dispatch of finished products to major clients.
- Cross-functional Coordination: Worked closely with production, quality, customer support, and billing teams to streamline operations and resolve supplier-end issues.
- ERP & Software Proficiency: Managed GRN (Goods Receipt Note) processes and utilized Tally, Excel, and SAP for material tracking and reporting.

Business Impact & Achievements

- Successfully managed supply chain operations for major clients, including Saint Gobain Glass, Hyundai Motor India, Osram India, Axles India, and Caterpillar India.
- Strengthened supplier relationships and ensured 100% on-time material procurement, reducing supply chain disruptions.
- Improved inventory accuracy and optimized material traceability, leading to enhanced operational efficiency.
- Led supplier evaluations and audits, ensuring compliance with industry standards and improving overall supply chain performance.
- Played a key role in integrating ERP-based inventory management to streamline purchase and material handling processes.

Materials & Supply Chain Executive (Jun 2007 – Dec 2010) | NOKIA India Pvt. Ltd., Chennai Mobile Manufacturing

Role Overview: As a Materials & Supply Chain Executive at Nokia India Pvt. Ltd., I was responsible for overseeing material movement, inventory management, procurement planning, and ensuring the accuracy of stock levels. I played a critical role in implementing efficient material storage systems, conducting quality checks, and coordinating supplier-side issue resolutions. My expertise in SAP, warehouse management, and process optimization contributed to a streamlined supply chain for mobile phone manufacturing.

Key Responsibilities & Accountabilities

- Material Management & Inventory Control: Evaluated stock levels (physical and system stock) using SAP, ensuring accuracy in material identification and tracking.
- Supplier Coordination & Procurement: Managed purchase orders (POs), followed up on supplier deliveries, and identified supplier-side issues such as wrong or mismatched materials.
- Warehouse Organization & Optimization: Developed and implemented a new material storage method (Super Market) to enhance efficiency and retrieval speed.
- Process Improvement & Compliance: Conducted continuous improvement meetings, monitored Engineering Change Notice (ECN) updates, and ensured compliance with SOPs.
- Production Support & Shop Floor Coordination: Assisted in mobile phone assembly operations, ensuring seamless material availability for production teams.
- Quality Control & Issue Resolution: Led inspections and ensured post-goods issue (PGI) requirements, monitored First Article Inspection (FAI) and First Order Inspection (FOI) for PON changes, and resolved customer complaints.
- Performance Tracking & Reporting: Maintained key documentation, prepared checklists for material status, and calculated hourly production metrics to track efficiency.

- Testing & Instrumentation: Conducted quality assurance checks using Multimeter, RF Generator, CRO, Vernier Gauge, and Microscope to ensure mobile phone components met industry standards.

Business Impact & Achievements

- Implemented a new material storage layout (Super Market method), improving space utilization and reducing retrieval time.
- Achieved a high level of inventory accuracy through detailed stock evaluations and supplier follow-ups.
- Reduced mismatch issues by developing a Root Cause Analysis (RCA) framework for supplier-side errors.
- Optimized production workflows by monitoring ECN changes and ensuring smooth integration of material updates.
- Enhanced PGI efficiency, meeting shipping team requirements and reducing order processing delays.
- Streamlined the quality control process for mobile assembly, ensuring compliance with Nokia's global standards.

ACADEMICS

B.Tech in Electronics & Communication Engineering (Part-Time)
Dr. M.G.R. Educational and Research Institute University
Year of Passing: 2011 | Aggregate: 76%

Diploma in Electronics & Communication Engineering
Annai J.K.K Sampoorani Ammal Polytechnic College
Year of Passing: 2007 | Aggregate: 65%