**Vinayan Vijayan**

vny78@yahoo.com | Dubai, UAE | +971 50 585 9415

<https://www.linkedin.com/in/vinayan-nambiar/>

**Summary**

Senior-level Supply Chain and Operations leader with extensive experience in creating strategies and leading execution of all global supply chain activities, including procurement, manufacturing and distribution management. Manages and leads cross-functional teams to drive product supply and productivity improvements. Leads risk mitigation, while driving supply chain strategies for end-to-end pipeline management and supply planning. Skilled in negotiation and strategic decision making, perfected by 22 years of experience in leading organizational business units.

**Core competencies**

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| * Supply Chain Management Expertise | * Warehouse Management |
| * Strategic Planning & Operational Development | * Proven Sourcing & Procurement Competencies |
| * Vendor/Customer Relationship Management | * Strong Analytical & Statistical Implementation |
| * Proficient in Customs Procedures & Policies | * Team Management |
| * Business Process Improvements | * Cost Management |

**Achievements**

* Cumulative savings of average 28 % p.a for import/export shipments on Ex-works basis from multiple distribution centers
* Streamlined operations contract with various freight forwarders enabling “no incidents” from audit point of view
* Played vital role in getting various MOH import permit that facilitated in achieving the timelines of NPD’s resulting in smooth movement of inflow of API’s to warehouse
* Achieved the timeline for operations of Anti Join project that aided the business for easy storage & Distribution
* Received an award for successful completion of functional operations that helped to be part of USFDA approval for the plant
* Achieved a saving of 200k AED annually by introducing SOP (standard operating process) that crafted a great achievement on the local distribution
* Led & implemented consignment stock project that brought in great convenience to the team members & customer service, as part of process improvisation resulting in inventory cut to the tune of 3M AED on books
* Build long-term relationships with suppliers, defined procurement strategies and driven process improvement initiative to reduce operational costs by 15%

**Work Experience**

**Supply Chain Manager at Areen ME | Dubai** (Reporting to Executive Vice Chairman)Sep 2021 – Present

* Manage a supply chain, spanning 13 manufacturing plants across the globe, developing operational strategies, overseeing 85M USD in annual supply chain spend
* Lead a team of 61 supply chain personnel across 5 departments viz. procurement, logistics, assembly, quality & warehousing
* Measure KPI at 90% PFR/OFR, conduct performance evaluations and provide coaching to enhance team performance
* Formulate lean operations principles, oversee a 7,320 sq. meter distribution arena, support product development activities and manage 3PL

**Logistics & Warehouse Manager at LIFEPHARMA FZE | Dubai** (Reporting to CEO) Jul 2013 – Aug 2021

* Managed both internal and external warehousing for cold chain including DG and special chemicals, transfer of API, FG, SCD, CD materials from multiple warehouse facilities/locations (+25 deg C and +2 to +8 deg C) in a 2500 sq. meter warehouse
* Adhering to EHS and GMP standards for production and storage of temperature-controlled Pharma items – both

RM and FG

* Review policies and SOP recommend plans for a consistent streamlined business conduct
* Represented company in negotiating contracts, SLA’s and formulating policies with 3 PL
* Leveraged duties related MOH/MOFA approvals, logistics coordination, timely deliveries, and cost control for various deliveries including DHA, MOH, SEHA, RED CRESCENT etc.

**Supply Planning Manager at HENKEL | Dubai**  Apr 2012 - June 2013

* FG planning– calculate the order requirement for 500 skus, valuing 10M AED, from both local & international suppliers to ensure stock cover days at DC
* Actively participated in procurement of RM/PM for local suppliers indulging in machinery, noodles, etc. at 3PL warehouse
* Value added service - facilitated co-packing, sticker and label activity at 2,000 sq. meter warehouse on monthly basis resulting in stock availability to promotion sites for promo FG at trade/outlets
* SAP reporting on slow moving/non-moving goods, Hi-score on inventory analysis & order status reports
* Supervise stock checks and assist reconciliations
* Negotiation – purchase price negotiation with local suppliers on quarterly basis, freight negotiation with shipping lines on yearly or half yearly basis by floating tenders
* SLA - finalized Service Level Agreements with local vendors, service providers

**Supply Planner & Inventory Controller at RECKITT BENCKISER | Dubai** Aug 2006 - Mar 2012

* Finished goods planning starting from sourcing, forecasting, purchasing, clearing of 650 SKU’s worth

20M AED across 30 countries to ensure no stock out at DC’s

* Operations planning by managing stock and people on floor on 10,000 sq.m warehouse, fleet management, ensuring production run, quality control and GRN in place
* Delivered all NPD/EPD (new/existing product development) and promotions on time as per the launch grid thereby taking the NPD achievement grid to 95% achievement
* Actively driven inventory analysis to eliminate slow moving/non-moving items which resulted in inventory reduction of 375k AED **(**No Touch)
* Organized stock checks half yearly at multiple warehouses, supervised book to book reconciliation, book to physical reconciliation and took corrective action
* Actively involved in S&OP, reviewed demand and supply with corrective actions
* Expedited all value-added service like co packing, ink jetting, stickering, binding activities to ensure promo skus were shipped in the respective months
* Negotiated and locked air freight & sea freight rates with freight forwarders and co packers
* Finalized Service Level Agreements with local suppliers
* Supervised all warehouse related transactions viz. GRN’s, stock adjustments, location transfers, etc.

**Supply Chain Specialist at AFRICAN + EASTERN | Dubai**  Mar 2001 - Jul 2006

* FG sourcing, planning, purchasing for 2000 skus from 250 suppliers with shipment value of 3M AED per month
* Inbound & Outbound logistics coordination (both sea freight & air freight ops) with 3PL across globe
* Saved the company 30k AED annually on freight negotiation and lock in tenders for sea freight operations
* Participated in half yearly stock checks and assisted in reconciliations
* Leveraged inventory analysis to eliminate slow moving, non-moving items thereby reducing excess inventory by 15%

**Education**

* MBA - University of Lincolnshire & Humberside, UK 2001
* Bachelor of Commerce - Mahatma Gandhi University, INDIA 1998

**Skills**

* Proficient in customized software – SAP, JDEdwards, MFGPro
* Well versed in MS Office Suite, Email & Internet applications
* Successfully completed WSET (Wine & Spirits Education Trust) training