

# SARBAJIT GHOSHAL

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Seeking senior level assignments in **Sourcing, Purchase, Procurement, Inventory Management, Logistics and Supply Chain Management** with a reputed organization

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## Personal Profile

Date of Birth: 2<sup>nd</sup> July 1982

Nationality: Indian

Religion: Hindu

Gender: Male

Marital Status: Married

Number of Dependents: 1

Passport No.: U5061619 (Expiry - 12 / 08 / 2030)

Driving License: No

Current Designation: Sourcing Head

Current Organization: M/S. A. Bhattacharjee, Kolkata

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## Professional Preface

*A result oriented professional with **over 1 decade** of rich experience in spearheading following operations: -*

**Purchase (P2P Process Owner & TCO)**

**Supply Chain Management**

**Relationship & Team Management**

**Category & Inventory Management**

**Strategic Planning & Sourcing**

**Liaising, Coordination & Negotiation**

**Vendor Development**

**Site Procurement**

**Cost Control**

Proficiency in identifying new vendors for procurement and conducting vendor verifications. Experienced in **effective inventory control in various factories like Howrah, Rishra, VVN, Goa** through setting up quantity and quality limits. Undergone certificate Course in **Computer Application (Windows 98 / 2000 / XP / 2010, Excel, Word, & PowerPoint)**. Experience in **Oracle Application – ERP, and Cloud based program**. Skilled in managing teams to work in sync with the corporate set parameters & motivating them for achieving business and individual goals. Pursuing **International Diploma in Purchasing & Supply Chain Management**; completed **PGD in Transportation & Logistics Management**; and **B.Com (H)**. Excellent communication, interpersonal and relationship management skills.

Skilled in prepared MIS reports on:

- Daily net negative report of RM / rolling net negative report / RM report.
- RM procurement & inventory report / RM issue vs blow-up report / inter supplier variance report.
- Non - moving & slow-moving RM report.

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## Areas of Expertise

- Responsible for buying best quality products, goods and services for the company at the most competitive prices.
- Direct purchase agents & buyers throughout the process; evaluate suppliers, develop vendors, negotiate supplier agreements and manage supplier & vendor contracts.
- Manage logistics process for the development of new products; maintain inventory; handle shipment & delivery.
- Maintain records, generate reports, and develop presentations to help management understand the logistics perspective. Ensure all steps starting from ordering to material receipt is trouble-free and automated.
- Minimize business risk, created sustainable value, improved OTIF and reduced RMC & working capital demand which helped increase in top line and bottom line of the organization.
- Avoid sudden stock out situation at any plant level by taking proper guidance given to the plant management with help of R & D and marketing. Handle functional performance on QCD (Quality - Cost - Delivery) model.
- Analyze & strategic booking of imported mineral powders, oxides to achieve potential savings of the organization.
- Monitor slow & non - moving stock analysis and proper use up route for liquidation.

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## Work Experience

Since July '20 with M/S. A. Bhattacharjee, Kolkata as Sourcing Head

### Key Deliverables

- Oversee overall procurement function (Planning, scheduling & ordering of various RM as per project requirement).
- Analyze and manage strategic booking for all kind of required products (Bitumen, pipe, sand, stones, & brick) for project work (Road construction & pipeline jobs).
- Handle all type of raw materials for pipeline jobs (Inclusive of excavation, coating, installation, jointing of DI / CI / MS / HDPE / PBC, HUME pipes, etc.).

### Noteworthy Accomplishments

- Took the initiative for owning dealership of Berger paints (Decorative & industrial) & STP to reduce RM cost for own project plus development of an additional business line for faster rolling of cash flow.
- Participated in the launch of hot mix plant at project place with a potential saving of Rs. 3.5 - 4 Crores approximately per annum.
- Successfully introduced alternate source development for improving vendor base for traded products.

Apr'07-Jun'20 with M/S. Berger Paints India Limited

### The Growth Path

Feb'13-Jun'20	Manager Materials, Kolkata
Jan'10-Jan'13	Assistant Manager Materials, Goa
Apr'07-Jan'10	Executive Materials, Howrah

<i>Key Deliverables</i>
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### **As Manager Materials**

#### Noteworthy Accomplishments

- Proficient in procuring various raw materials, traded products which catering requirements of total 12 manufacturing units on Pan India basis in Berger; annual purchase is approximately Rs. 650 Crores.
- Skillfully lead negotiation responsible for major raw materials (Various extender powders, polyamides, chemicals, pigments, driers and oxides) for the whole organization.
- Successfully implemented private label strategy for generating revenue & operating profit.
- Lead, monitor and drive for procurement of International Sourcing and Traded product purchase, encompassing different industry segments – Road Marking Paints, Construction Chemicals, Texture Paints, 3D Paints, Kool & Seal, decorative & protective coatings.
- Accept Mineral Powder (Calcite & Dolomite) at Jammu, Lakhanpur border under head of Marble powder with proper HSN for getting tax benefit for the organization & saved of Rs.36 lakh p.a. (approximately).
- Centralized handling & controlling of other location Purchase functions on PAN India basis for specified products- at Howrah, Rishra, Naltoli (Assam), VVN (Anand - Gujarat), Goa, Taloja (Maharashtra), Pondicherry, Hindupur (Andhra Pradesh), Jammu (Samba), Arinso (Sikandrabad), and Devla (Surajpur).
- Function as Change Management Lead for thorough implementation of the Changes impacting various functions in the BU as a result of go-live of the Purchase Portal System (i-sourcing & i-supplier) in Oracle to-cash flow platform initiating a seamless ordering process with real-time automatic ordering and order acceptance.
- Implemented Theory of Constraints (TOC) so the response time from materials function is very important.
- Played a vital role in ensuring Purchase department achieved 99.5% plus material availability.
- Participated in launching (May'20) of Berger Breathe Easy + Hand Sanitizer & Floor Cleaner 1<sup>st</sup> time in Berger history by arranging of require RMs (D.M Water, IPA, and Glycerin) in very short span of time along with making proper coordination between Marketing, R & D & Materials.
- Drove stock out position almost nil (i.e., 0.67% vs a previous 5 Year of 7%) in arrangement of mineral powders by developing new source with improved stock holding and maintained MOQ level.
- Introduced alternate source development (domestic & import) in extender powder with potential saving of Rs.2.3 Cr. appx. Per annum. Implemented TOC in purchase.
- Attained: -
  - Potential saving of Rs.1.5-1.7 Cr. appx. Per annum from slow –non - moving items by doing inter-location transfer via used-up route formulation with help of R & D.
  - Savings of Rs.2.5 Cr. Approximately by introducing THNA-02 against OmyaCarb 1A IP, of Trung Hai, Vietnam as a counter source of Omya, Malaysia during FY-16-17 & 17-18.
  - Standardized centrally at R & D with calibrated tiles for Brightness testing & linseed oil for oil absorption testing and distributed the same to all plants along with all vendors to maintain equal testing process for mineral products. Same is happened 2nd time in Berger Paints.
- Took the initiative in: -
  - Bulker (tanker) movement of dry powder to reduce overhead cost and making eco - friendly for Berger, Hindupur plant which is happened 1st time in Berger history and saved of Rs. 48 lakhs (p.a.).
  - Integral part of profitability by monitoring team for the organization.

## **As Assistant Manager Materials**

### **Noteworthy Accomplishments**

- Successfully achieved potential saving of Rs.37 lakh approximately per annum from Propylene Glycol by introducing new source development of Dow Chemical, Singapore, Shandong Wells Chemicals Co. Ltd., China against Arrow Chemical, China with a substantial volume growth of 36.33% between FY – 14 - 15 to 15 - 16.
- Instrumental in meeting year - end targets, and controlling company's cost by Rs. 6.6 Crores in RM procurement.
- Honored with KAIZAN award from plant's General Manager for giving Excellent Suggestion for stock ordering and maintaining inventory under EOQ level. Distinction of reducing dependency on any single source for any item.

## **As Executive Materials**

### **Noteworthy Accomplishments**

- Reduced dependency on any traded products. Ensured timely and accurate receipts / issuance management to facilitate smooth plant operations for solvent tanker arrangement.
- Drove stock out position almost nil (i.e., 1.05% vs a previous 2 Year of 8%) in arrangement of all products (RM, PM) and maintained MOQ level as per production requirement.

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## **Industrial Visit**

- Shalimar Tar Products Ltd., Jamshedpur visited for detailed plant audit on Nov'19 during merging with Berger.
- RSA Pvt. Ltd., Bhutan visited on Sep'19 for identifying source of mineral powder to cater requirement of major RM for Assam plant as a key cost benefit project for Putty production.
- Adinath Mineral, Kalpana Mineral (Vapi), Subh Mineral, Mountain Mineral (Chhota Udaipur), 20 Mic. R&D (Vadodara), Massavi Micro Minerals, Kalpana Mineral (Bhiwandi), Vimal Intertrade (Mumbai) visited on May'18 for localization of source development for west market.
- Shiba Agro, Dhanbad & Redichem Pigment Pvt. Ltd. Purulia visited on Jan'18 for developing local source on Red/Orange Oxide Pigment against import (China).
- Berger Naltoli Plant visited on Mar'17 during plant installation and did detail audit on work progress.
- Saibaba Mineral, Ajmer visited on Oct'16 for developing a new source of Calcite Granules for Texture paint production at Berger, North locations.
- 20 Mic. Ltd., Hosur plant visited on Jul'16 for understanding explanation project & additional allocation for Berger.
- Visited on Feb'14 at Vimal Microns Ltd (Imerys India Pvt. Ltd.), Mehsana (Gujarat) & Alwar (Rajasthan) for new source development.
- Tata Steel, Tata Motors, Jamshedpur.
- Hindalco, Kolkata.
- CONCOR Inland Container Depot, Kolkata.

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## **Co - Curricular Activities**

- Successfully passed M. Music. For Tabla, Awarded Sangeet Ratna Part - 1 from Sarba Bharatiya Sangeet – O - Sanskriti Parishad recognized by West Bengal Academy of Music and Dance.
- Distinction of passing the Sangit Bhusan Final from Pracheen Kala Kendra (Chandigarh).

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## **Certifications**

- Certificate course in: -
  - **Team Management, Communication Skills** from Work Place & Career Assessment Test.
  - **ISO 14001:2004 on Environment Management System** from BSI in 2009.
  - **Supply Chain Management** from Symbiosis Centre for Distance Learning, Pune in 2006.
  - **Export-Import & Risk Management** from IISWBM with Grade – 1 in 2006.

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## **Qualifications**

**Pursuing International Diploma in Purchasing & Supply Chain Management**  
Indian Institute of Materials Management (IIMM), Mumbai.

**Post Graduate Diploma in Transportation & Logistics Management**  
Indian Institute of Social Welfare & Business Management (IISWBM), Kolkata in 2007.

**B.Com. (H)**  
University of Calcutta in 2004.

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**Linguistic Abilities:** English, Hindi and Bengali