# NAME: - SURESH LAMANI

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# EMPLOYMENT CHRONICLE

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| **Company Name** | **Designation** | **Duration** |
| Indic EMS Electronics Pvt Ltd | Senior Manager - SCM | April 24 – till date |
| Danlaw Technologies India Ltd (Formerly Known as Titan Time Products Ltd) | Manager - SCM | July 2018 – April 2024 |
| D-link (India) Ltd | Asst. Manager (EXIM) | Aug 2011 – July 2018 |
| Pentair Water India Pvt Ltd | Officer – Logistics | Oct 2005 – Aug 2011 |
| Meta Strips Ltd | Assistant - Logistics | Feb 2004 – Oct 2005 |

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Senior Manager – SCM (April 24 – till date)

Senior Manager - SCM with **INDIC EMS ELECTRONICS PVT LTD, Bangalore, India**, leading name in the electronics manufacturing industry since 2007, driven by a commitment to quality, innovation, and customer satisfaction, specialized in electronic printed circuit board (PCB) assemblies and electronic products and accessories.

* Strategic planning of RM for current ongoing Projects of Automotive, Industrial, E-mobility, Industrial & Renewable Energy segments.
* Supplier / Vendor Development for E-BOM, Mechanical parts and PCB, Identify, evaluate, and manage relationships with suppliers and develop a long-term business relationship and address any issues related to quality, delivery, or cost with existing as well as new suppliers.
* Inventory Management to balance supply and demand and implement push/pull based on the abrupt change in forecast from end customer.
* Working closely with cross functional departments for alignment of RM for maximum revenue generation and meeting on time demand of customers.
* Ensuring customer expectations are met by managing order fulfillment for all the current ongoing projects.
* Close co-ordination with Logistics team for on time delivery of RM for production
* Closely working to generate cost savings by exploring new supplier base for ongoing projects.
* Co-ordination with IQC/Supplier in case of any rejection of RM and to address the same on top most priority and conclude further quality issues.
* Lead the Implementation of new SAP S4 HANA for SCM requirements and successfully fulfilled all basics requirements on behalf of entire SCM team for go live.
* Working on Luminovo tool for Automation on Sourcing.
* Lead for IATF and ISO Audit for Internal and External preparation and readiness for smooth conduct of SCM dept.

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Manager – SCM (July 2018 – April 24)

SCM - Manager with **DANLAW TECHNOLOGIES INDIA LTD** (Formerly Known as Titan Time products Ltd, Verna Goa, US based IT company, an EMS facility here in Verna, Goa which is engaged in Manufacturing segment of Automotive/Medical Electronics & Security/Telematics/Industrial Controls/Energy and Power Electronics/RF Communications.

* Successful registration of CHIMS (Chip Import Monitoring System) import license for Import of Integrated Circuits with effect from 1st Oct 221 as per DGFT Notification No. 05/2015-2020 dated 10.05.2021.
* Responsible for managing the import and export of goods, ensuring that all documentations are in order, and coordinating with freight forwarders, customs brokers, transporters, and other parties to ensure a smooth process.
* Advance Import of Bill of Entry/Shipping Bill filing as to avoid any customs penalty for late filing of BOE/SB and timely clearance of EXIM goods
* Amount of INR 22 lakhs saved for Year 2020-21 towards 2.5% disbursement fees paid for payment of duty paid by courier company on behalf of DANLAW. Initiated a process of advance custom duty payment to the respective courier company prior to Bill of Entry filing and saved on disbursement fees.
* Premium freight monitoring/analysis helped us to keep a track on no of premium shipments each month for each lane/supplier for audit purpose and helped us to optimize logistics cost wherever possible.
* Import of new SMT line machines under FTWZ (Free Trade Warehousing Zone) under Concessional rate of duty/NIL duty, Co-ordinated with CHA/Supplier and prepared duty calculation/working sheet, Submission of Bank Guarantee/Bond and reverted on time to customs for any query as to secure timely exemption certificate for availing NIL duty benefit.
* First time Direct Import of Li-ion batteries (Dangerous Goods) category from Hong Kong via air mode as to support the growing automotive business for one of the timebound critical customer projects.
* PAN India Inbound Outbound Logistics operations through domestic transporter/courier such as GATI/Safexpress/Bluedart/Bright Logistics/Om Logistics/DTDC/First Flight/Spot on/Allahabad Roadways/Maruti Courier and BUS service Inbound/Outbound and domestic air booking Inbound/Outbound of Air India/Indigo/SpiceJet etc as per availability of space and customer urgency/demand.
* Appointment of new freight forwarder DHL Logistics/G10 logistics/DACHSER/LKC/DB Schenker, Panalpina, Expeditors, Kuehne + Nagel in addition to DHL Express/FedEx for high volume cargo via air / SEA – LCL.
* Purchase & Planning for 3 major Automotive/Medical projects customers.
* Obtaining advance planning from end customers considering high lead times of few electronic components such as Resistors, IC’s, Diodes, LED’s Capacitors etc. due to Global shortage of electronic parts due to ongoing pandemic situation and semiconductor part shortages situations.
* Negotiate, implement and monitor orders as required to maintain delivery schedules, control costs and stocking policies in line with the company procedures.
* Advance reconciliation, open order pending review with supplier, stock in transit, receipt @ stores, monthly consumption, quality rejection if any on month-on-month basis as to avoid any abrupt shortage of any high lead time electronic component for subsequent month production.
* Create and maintain ethical, sustainable relationship with suppliers & Sub contractor.
* Lead for IATF and ISO Audit for Internal and External preparation and readiness for smooth conduct of SCM dept.

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# ASSISTANT MANAGER – LOGISTICS (Aug 2011 – July 2018)

Assistant Manager - Logistics with **D-LINK INDIA LTD,** Distributor of networking, broadband, digital, voice, and data communications products, such as switches, routers, modems, voice over Internet protocol products, surveillance equipment, print servers, ethernet cards, and broadband equipment.

## ROLES & RESPONSIBILITIES

* Generated cost savings on freight quotes by applying minimum 3 quotes every month on RFQ.
* Timely release of Import shipment from various supplier with close co-ordination with appointed forwarder for achieving timely delivery of highly critical orders.
* Handled Volume 100-150 TEU’s a month of both Import & Export containers
* Timely preparation and submission of Import documents to clearance team with correction if any in order to avoid delays and penalties for import custom clearance.
* Strategic Planning for all Export Orders.
* Filing and processing of Insurance claim for cargo arrived in wet and damage conditions, accident goods, short receipt and wrong shpts.
* Preparation and submission of timely MIS reports every month in first week.
* Initiated for LCL Sea Import (SMTP) for first time through CFS Verna wherever cargo was not urgent, the said process helped in saving on exorbitant air freight cost wherever cargo was not urgent.
* Defined storage process of incoming and outgoing products at warehouse helped in easy identification of product, better utilization of existing space, faster billing and easy stock counting.
* Generated savings on 4% SAD by forwarding MRP to our supplier in advance and generated Export Rebate by insisting customers to obtain permission to move the shipment through our regular freight forwarder other than DHL/Fedex/UPS on courier mode.
* Responsible for preparation of Error free L/C documents and submission in bank within the stipulated time limit as stated under each L/C.
* Timely processing of service freight forwarders Invoices and sending monthly provision to finance for accounting purpose.
* Initiated for new excise registration for Manufacturing and obtained registration certificate in due course of time.
* Currently initiated for excise registration for Import of Goods at 4% Concessional rate of duty for Manufacture of Excisable goods Rules, 2016.
* Engaged in arrangement of CT-1 Certificate for procurement of excisable goods for import without payment of duty.

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# OFFICER – LOGISTICS (Oct 2005 – Aug 2011)

Officer - Logistics at PENTAIR WATER INDIA (P) Ltd (US MNC, 100%EOU), Verna, Goa, Engaged in Manufacturing of water treatment and purification systems.

## ROLES & RESPONSIBILITIES

* Collaborating with Excise officials on daily basis to obtain necessary excise permission to clear and move the shipment.
* Handled 200 to 250 TEU’s a month of Export to different countries.
* Responsible for online tracking of each shipment including EX-WORKS & Air shipments till its final delivery and updating customers/overseas office about shipment status
* Preparing on time delivery report for upgrading existing service level and coordinating with service providers
* Accountable for timely follow up with service providers to obtain shipping documents including CASH AGAINST DOCUMENTS and forward it to respective customers at their destination office on time, enabling them to take on time delivery of cargo without paying any demurrage charges
* Instrumental in on time providing of Ocean and Air freight including DDU & DDP freight to customers directly for their respective inquires after compilation from two or more than two service providers
* Promptly resolving customer complaints in order to avoid dissatisfaction of customers
* Organizing conference call weekly with parent company from U.S on issues related with shipments, freight and delayed orders of U.S region
* Arranging fumigation certificate from PCI with ISPM stamp, in case of use of wood packing material as per recent new regulations
* Organizing Certificate of Origin, GSP (FORM A) and legalization of documents as per different countries and Letter of Credit requirements.
* Basic knowledge of SAP implementation Project experience with SAP Functional Area of Logistics.
* Generation of SAP Outbound delivery for shipping goods out of factory.
* SAP SCM module basic training for managing logistics operations
* Conduct Unit tests, Integration tests and system Integration.

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# ASSISTANT – LOGISTICS (Feb 2004 – Oct 2005)

Assistant - Logistics at Meta Strips Ltd, Sancoale, Goa. Engaged in Manufacturing of Copper & Brass Strips/sheets, foils

## ROLES & RESPONSIBILITIES

* Prepared Pre shipment documents such as Invoice, P/L, ARE-1 and Annexure C-1
* Arranged empty containers for factory stuffing of cargo.
* Handled 200 TEU’s month of Export Business to different countries.
* Coordinated with excise office to clear the shipment and CHA to load the same on first available vessel
* Organized Letter of Credit documents and timely submission of the same in bank
* Obtained Bill of Lading and other shipping documents from shipping line and CHA
* Prepared tracking report and provided delivery reports to customers
* Arranged brokerage statement for each voyage and forwarded the same to shipping line
* Prepared documents for Deemed Export shipments, Certificate of Origin, GSP and Legalization of documents
* Negotiated freight with direct liner to obtain the best and cheapest ocean freight possible.

***Achievements: -***

* Awarded with **Spot Award** for on time clearing all the export containers and achieving the target and for saving company’s cost on detention charges of containers at factory for the year 2007-08.
* **I-Appreciate Award** for the - The relentless efforts put in to support and achieve record billing of INR 21.4 CR in August 2011 by D-link India Ltd.
* **Danlaw - Moment of Fame** **Award** received for importing and delivering Bare Printed Circuit Board from Taiwan in record 3 days from date of pick up from Origin to factory during lockdown in March 2020 for manufacturing for medical/essential sector.
* Danlaw - Moment of Fame Award received for Achieving sudden ramp up of Dellorto products in the Month of February 2020.
* **Danlaw - Moment of Fame Award** received for closure of the open items in Import Data Processing & Monitoring System (IDPMS) in the month of Sept 2019.
* **Danlaw - Moment of Fame Award** received for achieving 100% planned sales target of customer Dellorto & Siemens in the Month of February 2020.
* **Danlaw - Moment of Fame Award** received for visiting Mumbai customs and successfully resolving long pending customs query in the Month of December 2021.
* **Danlaw - Moment of Fame Award** received for visiting Mumbai customs, expediting import customs clearance on same day and hand carrying IC’s going in for Manufacturing for urgent project orders of customer – Dellorto in the Month of February 2022.
* **Danlaw - Moment of Fame Award** received for successfully re-exporting wrongly ordered online parts worth Rs 3.6 lac from Mouser-USA in the Month of Dec 21.
* **Danlaw - Moment of Fame Award** received for successfully registering of CHIMS (Chip Import Monitoring System) mandatory for import of Integrated Circuit for each and every Import shipment in the Month of Dec 21.
* **Danlaw – Moment of Fame Award** received for registering correct AD code on customs icegate portal thus mitigating the risk of RBI notices in the Month of May 2021.
* **Danlaw – Moment of Fame Award** received for helping to secure booking space with Indigo Airlines to deliver urgent 700 units of Ashok Leyland – Telematics Control Device to meet urgent customer project demand in the Month of April 2022.
* **Danlaw – Moment of Fame Award** received for generating savings of 36.54 lacs towards obtaining of customs duty exemption certificate from customs for import of new machines.

**EDUCATIONAL CREDENTIALS**

 Successfully Completed Post Graduation Diploma in Supply Chain Management from Symbiosis Institute – Pune, India in April 2014.

 Successfully completed Diploma in Export Import Management from Welingkar Institute of Management, Mumbai in 2011

 Graduation in Commerce from Goa University in April 2002

**TRAINING PROGRAMS ATTENDED**

 Attended 2 days training on "International Logistics" at Chennai in July 2010 organized by CII

 Attended one day training on Export Documentations in Dec 2009 organized by Bombay Academy of Chamber and Industry

**TECHNICAL PROFICIENCY**

 Working knowledge of S4 HANA, SAP BYD, Lotus Notes 6.5, Outlook Express, Microsoft Excel, Microsoft Word, ERP (MFG PRO software) JD EDWARDS, Visual Export and Baan Package.

 Typing Knowledge of 30 - 40 words per minute

**PERSONAL DETAILS**

Date of Birth: 7th March, 1981

Languages Known: English, Hindi, Konkani, Marathi and Kannada Marital Status: Married

Passport Number: P3863148, Date of Issue: 06/10/2016, Date of Expiry: 05/10/2026 .

**“I hereby declare that the facts given above are genuine to the best of my knowledge and belief”**

**SURESH K LAMANI.**