

Prabu Kaliyaperumal B.E, MBA, CISC (Exam in Apr-23)

Assistant Manager – Supply Chain



CONTACT DETAILS

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Muweilah, Sharjah, UAE

LANGUAGES

English, Tamil & Hindi (basics)

PROFESSIONAL SUMMARY

Experienced management professional with over 15+ years of Automotive industry experience in Purchasing, Inventory Management, S&OP, Sales Analytics. Initiative-taking in strategic business planning and have exhibited strong leadership and negotiation skills to ensure business volume generation and team management along with the right critical thinking skills to enable effective cost control.

EDUCATION

- CISC & CISC (Preparing for exam in Apr'2023) – IPSCMI, USA
- Preparing for CSCP from ASCM, USA
- International Trade certified course from iACT global academy in 2015
- Master of Business Administration (Supply Chain) – NIBM, India 2008~2010
- Bachelor of Engineering (Mechanical) – Anna University, India 2003~2007

KEY AREAS OF COMPETENCY

- **Inventory Management**
 - Successfully managing 23,500 SKU's valued ~70M AED inventory.
 - Regularly interact with sales and marketing to understand campaign/new vehicle launch plan and demand based on market survey to focus on order plan as per anticipated demand.
 - 20% inventory reduced in 2020 pandemic by maintaining 96.5% availability
 - 43% Logistics cost saved with strategically strengthening branch planning for 19 branches
- **Purchasing & Negotiation**
 - AED 1.1M (USD 288k) savings through' sea freight negotiation in 2022
 - AED 48,000 (USD 13K) saving established via. Local transporter negotiation in 2022
 - AED 132,480 (USD 36k) saved in profitable freight negotiations in 2021
 - AED 1.3M (USD 340k) valued rebate negotiated for service campaign program in 2021
 - AED 81,000 (USD 22k) saved via. Alternate sourcing in 2020
- **Distribution Management**
 - Effectively managing distribution of goods across 10 branches, achieved transportation cost reduction by 21% without compromising on availability rate
 - Strategically managing JAFZA and Mainland warehouses in compliance with company's policies
- **Finance Mentor & Savings**
 - Department Cash flow report shared to CFO for Purchase & Logistics departments. Take up payment priority cases, follow till payment is done.
 - Instrumental in changing the financial terms from Letter of Credit (LC) to Bank Guarantee (BG) resulted in AED 100k (USD 27k) saving
 - Successfully extended credit period with vendors during COVID crises from 30~90 days
- **Continuous improvement & Business Intelligence**
 - Creating dashboards for monitoring of progress and process adherence
 - Successfully controlled loss of sale & reduced by 68%, from AED 33M (USD 9M) to AED10.6M (USD 2.88M) for re-export business (UAE)
 - Established a Cross border import control task team to control parallel imports inside Oman, which increased 15% sales in end of 1st QTR 2021
 - Monitoring Fleet customers sales against UIO and action taken to improve the customer purchase volume along with outdoor sales support
 - Working closely with Sales Distribution channel team leaders to review sales, demand planning and performance to have more accurate demand forecast

ACHIEVEMENTS

- AED 1.1M (\$USD 288k) savings through' sea freight negotiation
- AED 48,000 AED (\$USD 13K) saving established via. Local transporter negotiation
- Transportation cost reduction by 21%
- Established digital file classification system

INTERNATIONAL CONFERENCES ATTENDED

- Hyundai parts conference 2019- Georgia
- Hyundai Parts Conference 2018 - Tunisia
- Hyundai Business Meet – Dec'18 at Dubai
- Hyundai Intensive parts operations training

ACHIEVEMENTS

- Efficiently negotiated AED 1.3M (USD 340k) valued rebate for service campaign program
- 15% Sales growth in 1st QTR as Cross border import control task manager

...(Cont.)

WORK HISTORY

Assistant Manager – Supply Chain

July 2021 – Current

Galadari Automobiles Company LLC

Dubai, UAE

- Successfully Leading Supply Chain team and executing activities of the company for procurement from Mazda-Japan, Thailand and Local GCC sources
- Efficiently preparing annual & monthly purchase plan with prioritization and resourcing with clear budgets and cost controls strategies to meet objectives
- Leading the team for continuous improvement of order accuracy & bias by implementing best practice to control ordering of obsolete models & sales declining SKU's
- Profitable category management for pricing and inventory management
- Pro-actively identify excess and slow-moving SKU's and liaise with sales manager for special focus to clear the stock
- Successfully managing distribution of goods across 10 branches, reduced transportation cost by 21% without compromising on availability rate.
- Strategically managing JAFZA and Mainland warehouses in compliance with company's policies
- Efficient in analyzing business performance, profitability, Sales, product pricing strategy
- Regularly review stock levels and procedures to determine the appropriate level of stock required with considering future campaign activity and seasonal demand
- Analyzing operations statistics such as fulfilment rate, cancellation rate, returns, supply rate, SKU's sales drop monitoring and investigating at customer level for push sale program for stock liquidation, etc.
- Additional task as B2B sales opportunity explorer - Actively exploring global markets, identifying new customers, and acquiring B2B export orders.
- Monitoring Fleet customers sales against UIO and action taken to improve the customer purchase volume along with outdoor sales support
- For efficient planning and inventory control, special review on more volatile markets such as Russian/CIS regions sales which need not affect the customers of other regions
- Creating dashboards for monitoring of progress and process adherence
- Approving weekly replenishing orders, monthly once AIR order parts review, perpetual review of low stock level parts review and follow-up with principals

Manager – Procurement

Nov 2011 – June 2021

Oman Trading Establishment LLC (Bahwan Group)

Oman & UAE

- Successful Procurement Manager of Hyundai ((Passenger & Commercial)), GM, AcDelco, Isuzu (Passenger & Commercial), Subaru
- Established a Cross border import control task team to control parallel imports inside Oman, which increased 15% sales in 2021 Q1

ACHIEVEMENTS (Cont.)

- 43% cost saved with strategically strengthening branch planning for 19 branches
- AED 132,480 (USD 36,000) cost saved in successful freight negotiations in 2021
- Financial Mentor for Purchasing and Warehouse departments

- Branch Distribution Management - 43% cost saved with strategically strengthening branch planning for 19 branches
- Prepares department Cash Flow Report and submit to CFO on monthly basis for smooth payments flow
- Approves weekly stock order to principals, IPO for new model launch
- Successfully controlled loss of sale by 68%, from \$USD 9M to \$USD 2.88M for re-export business (UAE)
- \$USD 36,000 cost saved in successful freight negotiations in 2021
- 20% inventory reduced in 2020 pandemic by maintaining 96.5% parts availability
- Successfully negotiated and saved \$USD 22,035 via. Alternate sourcing
- Instrumental in changing the financial terms from Letter of Credit (LC) to Bank Guarantee (BG) resulted in \$USD 27,000 saving

ACHIEVEMENTS

- Established spare parts planning template

Sr. Engineer Materials	Feb-2011 ~ Sep-2011
Royal Enfield Motors Limited	Chennai, India
<ul style="list-style-type: none">• Successfully managed spare parts procurement from 39 Suppliers. New vendor identification and developing outdated parts suppliers	

ACHIEVEMENTS

- Suppliers with fill rate <23% improved to >75% within 6 months

Senior Engineer – Procurement	Jan-2010 ~ Jan-2011
Hyundai Mobis India Limited	Chennai, India
<ul style="list-style-type: none">• Effectively Planned & Procured spare parts from 26 suppliers. Major achievement - suppliers with fill rate <23% improved to >75% within 6 months.	

ACHIEVEMENTS

- Functioned as mentor for M/s Federal-Mogul Dongsuh Qingdao Piston Co Ltd, China and regulated Hyundai I-series Piston supply to Hyundai Motor Ltd, India

Executive – SCM	Sep-2007 ~ Jan-2010
Federal Mogul Goetze India Limited	Chennai, India
<ul style="list-style-type: none">• Managed 12 customers based in Tamil Nadu & Karnataka. Managed supply chain activities in south zone for distribution of goods to customers.	

PERSONAL DETAILS

- DOB 19th April 1985 (AGE 37)
- Citizenship – India
- Author of 6 books (Tamil language novels)
- <http://linkedin.com/in/prabu-kaliyaperumal-451a711a>