

**Sumit Chakraborty**

**General Manager**

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**MUMBAI**

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|  |  **CAREER SUMMARY** |  |
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*Seasoned and accomplished professional and Leader with multi-functional experience and having a successful track record in Supply Chain Management, Demand Planning, Commercial Domain, Logistics Management, Production planning, Vendor Management, Budgeting, Forecasting, Cost Reduction Strategies, Systems development. Possesses excellent analytical, organizational, team building and planning skills. Motivated to bring strong leadership and achieve challenging initiatives for organization and self- growth.*

*Hands-on experience in handling Vendor and Dealers Management, Commercial Operations, Process and Dealership audits. Knowledgeable in Systems improvement and new process implementation. Well-equipped in Inventory Optimization, and Stock yard management. Possessing an in-depth understanding of Automobile and Consumer Durables industries best practices and have consistently leveraged this expertise to streamline Business processes, optimize internal resources and utilize digital technology and analytics to increase revenue growth and business generation for the organization.*

**PROMOTIONS**

♦ DGM (Mahindra & Mahindra Ltd.)

♦ Senior Manager (Bajaj Electricals Ltd.)

♦ Deputy Manager (Philips India Ltd.)

♦ Planning Engineer (Development Consultants)

♦ Purchase Officer (ITC Ltd.)

**REWARDS & RECOGNITION**

♦ Excellence Award Jan 2023

♦ Excellence Award Apr 2021

**INTERNATIONAL CONVENTIONS**

♦ Hungary, Spain, Thailand, Sri Lanka & Vietnam

**ACADEMIC**

♦ CFA (Chartered Financial Analyst), from Institute of Chartered Financial Analysts of India.

♦ BE (Mechanical), Jadavpur University, Kolkata

**PROFESSIONAL TRAININGS**

♦ Supply Chain Academy

♦ Finance, Logistics, Accounts

♦ Theory of Constraints

♦ GST

**GEOGRAPHICAL EXPERIENCE**

♦ Mumbai, Kolkata, Chennai, Vadodara, Pune & Noida

**INDUSTRY EXPOSURE**

♦ Automobiles

♦ Consumer Durables

♦ Paper and Packaging

♦ Engineering Consultancy

**Leadership:** Engage, mentor, support and motivate the team in their development and integration of positive values and culture within the organization. Plan for assessing the skills, values, and knowledge of the team as per the standards that apply to their role and devise Individual Development plans.

**Production Management:** Provide leadership, vision, and direction to the team members and support internal stakeholders. Develop production plans over different time horizons considering factors such as resource availability, capacity constraints, vendors preparedness, profitability, and demand plans. Monitor, review and adjust schedules in line with market dynamics, critical requirements, exigencies, and stock ageing.

**Supply Chain and Logistics Management:** Drive operational excellence in Supply chain and Logistics operations and sustaining cost leadership. Synchronization between demand and supply through coordination between Vendors, Logistics, , Manufacturing, Strategic Sourcing and Sales teams. Identifying and implementing new opportunities in network optimization. New systems conceptualization, development, and implementation

**Pricing and Commercial Operations:** Develop and implement comprehensive pricing strategies and dealer incentive schemes that maximize profitability while remaining competitive. Collaborate with legal and procurement teams to ensure contract compliance and risk mitigation.

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| **KEY ACHIEVEMENTS** |  |
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♦ Multiple systems development projects – conceptualization to implementation with frugal techniques.

♦ Played a pivotal role in overseeing a seamless transition from BS4 to BS6 standards for vehicles in Q1 2020. Acted as SPOC for several new vehicle launches.

♦ Spearheaded and delivered results on high-impact projects e.g. Lighting installations of the Commonwealth Games, Delhi ( 2010), Conversion of 15,000 BS3 emission vehicles to BS4 due to regulatory norms (2017).

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| **SKILLS & STRENGTHS** |  |
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♦ Meticulous strategic planning & execution ♦ Rational decision-making

♦ New systems implementation ♦ Process improvements

♦ Facilitate cross functional meetings ♦ Attention to detail

♦ Collaborating with clients ♦ Effectively mentoring staff

♦ Strong Analytical Skills

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| **WORK EXPOSURE** |  |
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**MAHINDRA & MAHINDRA LTD.**

GM - Automotive Division (Head - Commercial & Pricing) (2023 - Present)

GM - Construction Equipment, Trucks & Bus Division ( Head - Sales Planning & Commercial) (2021 - 2022)

GM – Small Commercial Vehicles Division ( Head - Sales Planning & Commercial) (2019 – 2020)

DGM - Automotive Division (Head - Sales Planning) (2010 - 2019)

**CAREER GROWTH (GRADE)**

**CORE COMPETENCIES**



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|  **AREA OF EXPERTISE** |  |
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**WORK EXPERIENCE**

**General Manager**

**Mahindra & Mahindra Ltd. Sep 2010 – Present**

**Key Result Areas**

**GM & Head - Commercial & Pricing, (Automotive Division), Mumbai (Jan'23 – Present)**

* Spearheading a team of 32 members and playing a pivotal role in driving profitability along with commercial compliance for the Automotive Division.
* Implement comprehensive pricing strategies and dealer incentive schemes that maximize profitability without compromising on Market share.
* Collaborate with legal and procurement teams to ensure contract compliance and risk mitigation.
* Steering the average turnover of 55,000 Vehicles per month through 330 plus Dealerships, ensuring smooth operations, on time claims settlement and customer satisfaction.
* Comprehensive Dealership Audits to ensure their operations are in line with Organization stipulated Code of Conduct
* Overseeing Commercial operations including Billing, MIS reports generation, Funds management.
* Systems developments for ease in doing Business, streamlining processes, improvement in customer satisfaction levels.
* Heading regional stockyards ( 9 Nos) for the Automotive Division, Network optimization, control of logistics costs.
* Implementation of SAP Ariba for Indirect materials procurement in the Sales & Marketing Domain

**GM & Head - Sales Planning & Commercial, (Trucks & Buses / Construction Equipment / Small Commercial Vehicles Division), Pune (Apr 2019 – Dec 2022)**

* Achieved synchronization between demand and supply through coordination between Production Planning, Logistics, vendors, Strategic Sourcing team, Manufacturing and Sales Strategy teams.
* Formulated Supply Chain Management strategies in collaboration with key vendors that ensured smooth vehicles production in an extremely dynamic Business environment.
* Preparing schedules over various time horizons and liaising with vendors for supplies in line with plans, exceptions handling.
* Established seamless and cost-effective transport solutions, leveraging railways for efficient product distribution and freight optimization.
* Developed and implemented comprehensive risk mitigation measures for the entire Business Unit, safeguarding against potential disruptions and uncertainties in the supply chain.
* Collaborated with internal stakeholders to gather market information and insights related to the industry, benchmarking and devising strategies for continuous improvement and innovation.
* Ensured rigorous commercial compliance within operations, adherence to company policies.
* Process Audits, dealership claim settlements, Funds management, Policies formulation.

**Deputy General Manager - Sales Planning, (Automotive Division), Mumbai (Sep 2010 – Mar 2019)**

* Statistical Forecasting, Demand Planning, Production Planning over various time horizons, multiple scenario analysis, enabling strategic planning and informed decision making at the executive level.
* Collaborated closely with Marketing and Strategy Teams to facilitate successful new product launches, Model phase outs, and reduction of slow-moving stock along with improved market responsiveness.
* Supplier capacity planning and ramp up, monitoring execution of deliverables against short- & medium-term plans.
* Vendor management and engagement for complying with vehicles production plans across various planning horizons.
* Handled the development and implementation of innovative IT modules for Order Management, streamlining processes and enhancing operational efficiency.
* Ensured efficient order execution service levels, enhancing customer satisfaction and operational performance.
* Preparation of Annual Budget plans and effective deployment of monthly targets at Zonal, Area office and Dealership levels.

**PRIOR EXPERIENCE**

* **Philips India Ltd.**,Noida, Senior Manager- Supply Chain, (Feb 2007 – Aug 2010 )
* **Bajaj Electricals Ltd.**,Mumbai, Manager / Senior Manager - Supply Chain, (Apr 2004 – Jan 2007)
* **Philips India Ltd.**,Chennai / Vadodara - Logistics Executive / Deputy Manager, (Apr 1999 – Mar 2004)
* **Development Consultants Ltd.**,Kolkata, Planning Engineer (Feb 1995 – May 1998)
* **ITC Ltd.**,West Bengal, Purchase Officer (Dec 1992 – Jan 1995)