

SANTOSH CHANDRA PANDA

Manager – Sourcing & Supply Chain

Experienced, Detail-oriented professional targeting assignments as Sourcing & Supply Chain Manager with an esteemed organization

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Profile Summary

- ❖ **Extensive experience spanning over 9 years** in retail & ecommerce, Real estate, Interior, Textile, Home furnishings with expertise in, ecommerce, procurement, raw materials strategic sourcing, vendor management, quality, product & business development, costing & SCM.
- ❖ Currently working as a Manager at Sobha Limited, a leading multinational organization in Real estate, retail & E-commerce businesses, effectively dealing with **Direct & Indirect Sourcing**, customer cases of **B2B**, and **B2C** business with achieve the organizational goals.
- ❖ **Highly skilled in full product lifecycle activities** including concept maturation, design management, issues control & resolution, cost management, release management, customer feedback and various other cross-functional activities.
- ❖ **Main areas of expertise:** global/strategic sourcing, procurement strategies, Indirect categories strategies & management supplier development & management, Supply Chain/Procurement transformation programs, contract & compliance management, process optimization, capabilities development performance management, cost reduction/optimization programs and Value Engineering.
- ❖ Hands on experience in excel in Statistical process control, **FSC**, DMAIC projects, Lean Manufacturing, Cost optimization, Category management principles, CF teams, RFQ, Root cause analysis with complete investigation & PLM across the product category.
- ❖ **Excelled at owning the product's strategy**, developing & maintaining the product roadmap, and conveying the roadmap to the Development Team to ensure they build the product according to plan.
- ❖ **Managing product delivery services** in compliance with Business KPIs; established and implemented procedures, service standards & control measures to optimize business operations and reduce cost.
- ❖ Driving the procurement function of business; providing senior level support to Category & Operation Team in **strategy implementation, sourcing model, negotiation, vendor & Contract Management, discussion, and recommendations**
- ❖ Front-leading major role in developing & executing demand plans that will enable organization to meet its **supply chain requirements**; expertise in analysing demand requirements to identify bottlenecks & suggesting actions for resolution.
- ❖ Excellence in coordinating, understanding of global marketing, implementing changes to technology, machinery, equipment, process methodology and **directing & Indirect purchasing systems**, reporting procedures and strategic thinking.
- ❖ Integrated management system (**ISO 9001, ISO 14001 & OHSAS 18001, GOTS, OEKO TEX, SA 8000**), Supplier Quality management, and IKEA Compliance req. like **I-Way, BCI, GO/NOGO, AQL, CTQ** and Sub-Supplier chemical compliance.
- ❖ **Proficient in managing & leading teams** for running process operations and developing procedures for business excellence.

Certifications

- ❖ Certified **Lean Six Sigma Green Black Belt**
- ❖ **SAP** - (Systems Applications and Products in Data Processing) **QM, MM & PM** Modules
- ❖ **PMP & PGMP & MPM** (Project management Professional & Program Management Professional & Master Project Manager)
- ❖ **MICA** (Brand & Corporate Communication Management)

Core Competencies

Product Management & Strategy

Project Management & Execution

New Product & Process Development

Supplier Chain Management

Product Solutions & Analytics

Quality Assurance & Compliance

Market Research & Trend Analysis

Global Multi-Channel Buying & Category

Stakeholder/Vendor Management

Strategic Procurement & Sourcing

Cost Management & Budgeting

B2B & B2C Cases Management

Soft Skills

Decision Making

Team Management

Communicator

Problem-solving

Multi-tasking

Education

2014

Master in Personnel Management and Industrial Relation from Utkal University, Odisha with 73%

2012

B.Sc. (Chemistry) from FM University, Odisha



Career Timeline



Work Experience

Sobha Limited, Bengaluru (Feb'22-Present)

Designation: Manager - Procurement & Supply Chain

Key Result Areas:

- ❖ Leading a team of Sourcing and Product Development professionals, prioritizing strategic initiatives, and providing escalation support
- ❖ Engaging with clients & top management to evolve strategic vision, driving change, building product/service roadmaps, implementing emerging technologies, and elevating enterprise system performance and productivity.
- ❖ Managing the multiple portfolios as per the core business objectives and drafting SOW by identifying Scope, Schedule, Budget, and Resource Plan,
- ❖ Compliance with business protocols and monitoring of suppliers' performance. and customer cases of B2B & B2C business with achieve the organizational goals.
- ❖ Focusing on vendor mapping, value chain optimization, new product development and launch, risk assessment and mitigation, and performance monitoring of global suppliers
- ❖ Establishing market intelligence capabilities and conducting thorough analysis of market trend & industry best practices
- ❖ Managing end-to-end supply chain operations, encompassing strategic sourcing, meticulous planning, efficient scheduling, and real-time shipment tracking
- ❖ Spearheading the entire procurement function, encompassing opportunity identification, RFIs/RFPs/ITTs, negotiation, contract management, and supplier relationship management
- ❖ Implemented supplier quality management systems, monitored supply chains, and conducted regular inspections or audits to maintain quality and delivery standards.
- ❖ Execute sourcing strategies that align with organizational goals and deliver results throughout the procure to pay lifecycle, leading, guiding & managing teams to deliver exceptional performance and ensure the delivery of high-quality services.
- ❖ Supervising and mitigating commercial, contractual, operational, financial, reputational, ethical, and supply chain risks
- ❖ Understanding of risk management, conducting market analysis and research to select and purchase high-quality products and materials.
- ❖ Preparing and issuing request for quotations (RFQs) for a range of products, ensuring accurate market analysis and cost comparison
- ❖ Managing time and action (T&A) across locations to ensure timely execution of orders and proactive identification of potential issues.
- ❖ Collaborating with cross-functional teams to achieve quality, price, and delivery requirements, a focus on understanding and enhancing sustainability & SCM.
- ❖ Supporting the implementation of common product compliance processes and escalating any non-compliance and risks
- ❖ Monitoring national regulations, industry standards, and health and safety standards
- ❖ Driving traffic drivers for the category and working as a Category Advocate with central traffic teams
- ❖ Monitoring customer satisfaction survey results and establishing improvement plans.
- ❖ Understanding of the global market, executing placements based on supplier capability, capacity, quality, and delivery performance.
- ❖ Tracking and reporting key functional metrics to reduce expenses and improve effectiveness.
- ❖ Actively cooperating with key stakeholders to secure integration and maximize impact.

Highlights:

- ❖ Received the **Multi-Tasker Award** in 2022 for managing multiple projects and activities simultaneously.
- ❖ **Achieved INR 46 Lakhs cost savings** in the current role through the implementation of cost-saving strategies and efficient procurement practices.
- ❖ **Appreciated by management for integrating consistency OTD, Maintain good supplier relationship** with project management from domestic sourcing to international sourcing levels.

Indian Designs Exports (P) Ltd., Bengaluru (Jun'20 – Jan'22)

Designation: Key Account Manager (Sourcing & Quality)

Key Result Areas:

- ❖ Worked as a single point of contact for Customer & Management for all the business cases; designed & developed dashboard to drive sales forecast to optimize the inventory against various channels.
- ❖ Leveraging technology to help in procurement functions, Compliance with business protocols and Monitoring of suppliers' performance.
- ❖ Worked with IKEA category, Production and Quality team for new product finalization and development, following all IKEA quality tools requirement like CTQ parameter, SOP's, WI, QTB, Go/No GO and product testing requirements.
- ❖ Ensured that the product effectively satisfies the quality level ordered by the client, to maintain OEE of equipment's, Kaizen, TPM, TQM, 5S, Lean manufacturing.
- ❖ Led and guided the procurement function, offered senior-level support in implementing global strategies, sourcing, negotiation, and providing valuable recommendations.
- ❖ Implemented stakeholder management strategies, resulted in an improved collaboration & alignment across teams, and led the development of a customer-centric validation strategy, enhanced product performance and customer satisfaction.

- ❖ Fostered and nurtured positive business relationships with logistics customers and vendors, actively seeking opportunities to enhance service quality and revenue growth.
- ❖ Led process improvement, lean manufacturing operations, cost reduction and implemented quality systems for enhancing production efficiency; enhanced the efficiency of workforce by focusing on technical & customer-oriented aspects.
- ❖ Performed business forecast analysis weekly, monthly & yearly as per the customer conformation, COPQ & CEPQ data analysis periodically to improve the process quality standard.
- ❖ Brainstormed and prepared CAPA by using tool 8D, fish bone and 5Y analysis against any customer complaints, or any repetitive breakdowns on shop floor.
- ❖ Led & managed process improvement initiatives which provided clients & business, benefits like increased process efficiency, reduced staff/ cost, decreased operational risk and improved quality of service.

Zen Linen International Pvt. Ltd., Chennai (Feb'18 – May'20)

Designation: Asst. Quality Assurance Manager

Key Result Areas:

- ❖ Ensured smooth QA operations in plant on daily basis with safety and efficiency of the facility; maintained all Admin records, controlled cost to achieve company budget goals.
- ❖ Developed and implemented a comprehensive preventative maintenance program with mechatronics team, Planning, formulating, controlling, and directing PP & QA activities.
- ❖ Prepared Internal Audit for products as per defined frequency to ensure product quality should meet customer standard, ensured that the product effectively satisfies the quality level ordered by the client.
- ❖ Performed KPI analysis of internal and external period wise as per the articles sales and complaints; coordinated with Production planning, RM/FG, and Inventory management with SAP/ERP
- ❖ QA project SIPOC, DMAIC and Poke Yoke process improvement tools implementation with team and Sub supplier.
- ❖ Focusing on identification of bottlenecks and implementation of quality & productivity initiatives in the organization, to maintain OEE of equipment, Kaizen, 7 QC Tool, 5S, Lean manufacturing.
- ❖ Internal audit for products as per defined frequency to ensure product quality should meet customer standard, ensuring that the product effectively satisfies the quality level ordered by the client.
- ❖ Brainstorming and preparation of CAPA by using tool fish bone and 5Y analysis against any Customer complaints, to ensure that the QMS is in place & working as envisaged also ensure that the existing QMS satisfies to the customer.
- ❖ Working in Risk Assessment, Aspect Impact Study, 5S Culture, ISO9001, ISO14001 and QA projects, Extensive experience in handling legal product legal compliances requirements and suppliers across multiple countries and within India

Asian Fabricx Pvt. Ltd., Tamil Nadu (May'14-Dec'17)

Designation: Sr. Quality Assurance Officer (NQA)

Key Result Areas:

- ❖ Final Inspector for IKEA articles, Super user for IKEA product documentation and supplier portal
- ❖ Worked on preventive/predictive maintenance of Lab equipment's related to entire Lab including utilities, improved test report uptime and cost reduction.
- ❖ Improved Test reports failure KPIs, analysis through close monitoring, conducted in-house training programs on 5S, TPM, Lab equipment to entire team.
- ❖ Worked on calibration and validation of Lab equipment's to ensure smooth QA operations in Lab on daily basis with safety and efficiency of the facility.
- ❖ Prepare documents related to the third-party audit and for the customers in the system effectively as per the Req.
- ❖ Internal and Sub supplier audits of QA and external audits documentation and coordinator as IKEA requirement.
- ❖ Continues process improvement project implementation with analytical data tracking within the organization.

Trainings/Best Practices

- ❖ Participated in the **DEMOTEX Turkey** is the biggest international fair for Machine made, and Homemade Carpets and Rug's held at Gaziantep, Turkey on May 2022
- ❖ Attended the **world largest Product Sourcing Trade Show** largest range of products on Kitchen and Household, Gifts, Home Décor, and Furniture held at Frankfurt, Germany on Jan 2019
- ❖ Participated in the **Heimtextil is the biggest International Trade Fair** for home, technical textile and contract textiles held at Frankfurt, Germany on Jan 2018
- ❖ Participated in the **Product R&D and Quality development Canton Fair** held at Shanghai, China on May 2017

Technical Skills

- ❖ MSBC – (Micro Soft Business Central)
- ❖ SAP – QM, MM & PM modules (Systems Applications and Products in Data Processing)
- ❖ MINITAB - (Statistical Analysis Program) / Regent & Barcode - (ERP – Software Application)

Personal Details

Date of Birth: 1st January 1992

Languages Known: English, Hindi, Tamil, Oriya, Telugu, Bengali & Kannada

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