**RONY SAHA**

**Contact Address:**

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**CAREER OBJECTIVES:**

To pursue a growth-oriented and challenging position in a reputed organization where I can optimally utilize my life-time acquired knowledge, expertise and experience in Supply Chain Management towards the organization’s goal and goodwill as well as get an opportunity to advance my career to the fullest potential.

**Employment History:**

**To have a real life work experience of more than *10 Years* in varied Manufacturing (both Heavy & Medium Industry) and Service Sector (Telecommunication) along with around 8 years experience in leading both Procurement and Supply Chain Function as Manager / HoD.**

***I. Current:***

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| Organization**Responsible SBU** | :: | **Anwar Group of Industries (AGI)**Anwar Cement LimitedAnwar Ispat LimitedAnwar Cement Sheet LimitedA1 Polymer Industries LimitedAnwar Galvanizing Limited(AGI having an annual turnover of 300$ M has presence in Seven diversified verticals viz Steel, Cement, Cement Sheet, Building Materials, Jute, Textiles and Trading. Besides Group has strategic Investment in Financial, Banking and Insurance Sector. Entrusted with responsibility for Supply Chain Function of Five SBU Steel, Cement, Cement Sheet, Building Materials) |
| Position | : | **DGM, SCM (Head of SCM)** |
| Department | : | Supply Chain Management |
| Period | : | **1st January’2013 to Continue** |
| Functional &Resource Reports | : | Deputy Managing Director |
| Reporting staff | : | **4 Persons (Direct Purchase: 3, Back Office: 1)** |

***II. Most Previous:***

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| Organization | : | **Bayer CropScience, Bangladesh** (A Germany based multinational **Agro-Chemical** company, leading 3rd position in Bangladesh Market) |
| Position | : | **Manager, Procurement** |
| Department | : | Procurement Department |
| Period | : | **2nd May’2007 to 31st Decemenber’2012**  |
| Functional &Resource Reports | : | Managing Director |
| Regional Reporting | : | Regional Head of Procurement |
| Reporting staff | : | **4 Persons** (Demand & Inventory Planning: 1 & Procurement: 3) |

***III. Previous:***

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| Organization | : | **Robi Axiata (Bangladesh) Limited** (A multinational **Telecommunication company**, Brand: **Robi**) |
| Position | : | **Executive, Procurement** |
| Department | : | Supply Chain Management |
| Period | : | **2nd January, 2005 to 30th April’2007** (2 years & 3 months) |
| Reports to | : | Manager, Procurement |

**Major Duties/Responsibilities:**

Responsible to lead the SCM Department consisting of 2 (two) area **Material Planning (Demand & Inventory) and Procurement (Overseas & local)**.

**A. Demand & Inventory Planning:**

1. To coordinate with Sales & Marketing, Product development and Operation team to collect short, medium and long term demand/projection through weekly Sales & Operation (S&OP) meeting to filter the demand/projection which maintain & closely monitoring through Master Projection Database.
2. Analyzing Projections by comparing with historical sales data and actual sales projection from customers to avoid pile up inventory. Also challenging if demand and variance between projection & actual consumption.
3. Monitor Inventory more aggressively especially fast moving & top 20 materials through Master Inventory Database and approved requisition on demand basis.
4. Monitoring & Reporting of daily Stock-out of regular materials & top 20 materials with proper justification and immediately take necessary initiatives to arrange materials.
5. Liquidate non moving & slow moving stock and excess inventory by ship back to supplier, alternate use etc.
6. To circulate weekly reports on current stock, excess Inventory, non moving stock and high consumption.

**B. Procurement:**

1. Prepare yearly procurement plan & budget, Cost savings target and get approved from BoD.
2. Organize procurement of all goods and services like Raw Materials, Machineries, Spare parts and all types of local purchase as per requisition from internal customers.
3. To ensure on time availability (at least >95%) of approved/best quality materials with a most cost effective/competitive market price.
4. To develop strong & multiple sourcing of suppliers and freight forwarders for local & overseas purchase within the Asia region to reduce longer procurement lead time, RM price, Freight cost and also to reduce advance payment & increase the credit period. Ultimate goal to reduce Inventory turns & days, Ware house space and to increase company’s working capital.
5. Leading all the negotiation meeting with overseas & local suppliers and Freight forwarders to get competitive price/rate and quality service on time.
6. Establish the enlistment process by verifying all legal documents like Trade license, VAT, TIN, Certificate of Incorporation, Memorandum & Article associations, Bank Solvency Certificate and also visit the office premises & factory before enlisting any vendor. Also engaged the vendor development related programs half yearly basis.
7. Establish the SoR (Schedule of Rate) agreement with local suppliers for all types of fast moving/regular materials with suppliers through multiple quotation process.
8. To get the price benchmarking, analysis the market price by collecting updated data from local market and also to cross check the vendor’s quoted price before sit for negotiation meeting.
9. Evaluate Supplier’s and Freight Forwarder’s performance on monthly basis.
10. To circulate reports of Procurement Cost Savings, Freight Savings, Price inflation of materials, Monthly Purchase, Landed Cost comparison, Open order/GIT value on monthly basis.
11. Approval limit of approving/signing Purchase Order up to USD 10,000 for all overseas & local purchase.
12. To establish the Purchase policy, Procedure and Guideline which meet all the compliance issues.

**ACADEMIC QUALIFICATIONS:**

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| **• Masters of Business Administration (M.B.A)** |  |
| Major  | : | Marketing |
| Name of Institution  | : | Bangalore University, Bangalore |
| Result  | : | Second Class |
| Passing Year | : | 2004 |

|  |  |
| --- | --- |
| **• Bachelor of Business Management (B.B.M)** |  |
| Major  | : | Marketing, Management and MIS |
| Name of Institution  | : | Bangalore University, Bangalore |
| Result  | : | Second Class |
| Passing Year | : | 2002 |

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| **• Higher Secondary Certificate (H.S.C)** |  |
| Group | : | Science |
| Name of Institution  | : | Kabi Nazrul Govt. College |
| Result | : | First Division |
| Passing Year | : | 1998 |

|  |  |
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| **• Secondary School Certificate (S.S.C)** |  |
| Group | : | Science |
| Name of Institution  | : | Dhaka Collegiate High School |
| Result | : | First Division with star marks |
| Passing Year | : | 1996 |

**TRAINING/WORKSHOP SUMMARY:**

* 1. Improve Efficiency in Supply Chain Function (by Bayer India, 15 days)
	2. Finance for Non-Finance (by AMTRAS Bangladesh, 3 days)
	3. Negotiation Skill & Development (by Bayer India, 15 days)
	4. Change Management (by GPTW, 3 days)
	5. Leadership (by GPTW, 3 days)
	6. SAP ERP – MM module (by SAP Singapore, 3 months)

**Language:**

Well versed in both written and spoken in both English & Bengali

Fluent speaking capacity in Hindi also.

**IT Skill:**

* Application : MS Office Applications
* ERP : Familiar with **SAP System**, C-Trends, ACCAP, Tally

**Personal DETAILS:**

Father's Name : Dibash Chandra Saha

Mother's Name : Sadhana Saha

Date of Birth : August 04, 1979

Gender : Male

Marital Status : Married

Nationality : Bangladeshi

Religion : Hindu

Nationality : Bangladeshi by Birth

**PROFESSIONAL Reference:**

Name : Mohammad Borhan Uddin

Designation : SAVP, Head of Procurement

Organization : The City Bank Limited

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Date: \_\_\_\_\_\_\_\_\_\_

RONY SAHA