

DATTAPRASAD G SHIRSAT

Sr. Manager / Manager SCM and
Purchase

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Mumbai

Date of Birth: 15-12-1972

As a dedicated Supply Chain Management Specialist with a passion for optimizing global sourcing and procurement, my objective is to leverage my extensive experience in achieving cost efficiencies and fostering strategic supplier relationships. At Not specific, I aim to contribute to creating a robust, responsive, and sustainable supply chain. I am particularly drawn to the opportunity of working with a forward-thinking organization that values innovative solutions, and I am committed to driving continuous improvement in procurement and logistics operations.

Professional Summary

- Over 15 years of specialized experience in supply chain management, focusing on global sourcing, procurement, and logistics within chemical and petrochemical industries.
- Expert in negotiating and managing contracts for bulk and containerized materials, including polymers, resins, and solvents, leading to significant cost savings and enhanced efficiency.
- Strong track record of strategic supplier relationship management across APAC, GCC, Europe, and USA markets, ensuring supply chain resilience and reliability.
- Proven ability to conduct comprehensive market analysis, trend identification, and procurement strategy formulation to mitigate risks and capitalize on opportunities.
- Proficient in SAP MM, with hands-on experience in implementing ERP systems to streamline supply chain operations and enhance data-driven decision-making.
- Accomplished in leading cross-functional teams to meet and exceed organizational goals through effective communication, mentorship, and fostering a collaborative work environment.

Soft Skills

- Communication
- Leadership
- Teamwork
- Problem-Solving

Technical Skills

- Compliance Management
- SAP MM Module
- Logistics Coordination
- Inventory Control
- Risk Assessment
- Vendor Management
- Market Trend Analysis
- Strategic Sourcing
- Supply Chain Optimization
- Contract Negotiation

Career Timeline

- Feb 2018 - Present**
Sr. Manager - Materials and Supply Chain
Indore Composite Pvt. Ltd. & Indore Gel Pvt. Ltd.
- Nov 2014 - Oct 2016**
Asst. Manager - Purchase & Supply Chain
Tytan Organic Chemicals ME FZC
- May 2012 - Oct 2014**
Dy. Manager - Purchase and Supply Chain
Godavari Biorefineries Ltd.
- Apr 2002 - Apr 2012**
Assistant Manager - Supply Chain
Supreme Petrochem Ltd.
- Mar 1997 - Mar 2002**
Sr. Officer - Purchase and Supply Chain
Vijay Industries & Projects Ltd.

Core Competencies

- Vendor Management
- Supply Chain Strategy
- Strategic Sourcing
- Contract Negotiation
- Inventory Control
- Market Analysis

Certifications

- Certification Course for Implementation in SAP MM** (2016)
- Certified Logistics and International Supply Chain Professional (CISCP)** (International Purchasing and Supply Chain Management Institute. - 2016)

Work Experience

- Feb 2018 - Present**
Sr. Manager - Materials and Supply Chain
Indore Composite Pvt. Ltd. & Indore Gel Pvt. Ltd. (Mumbai)
 - Global sourcing and procurement from - China, Malaysia, Korea, Taiwan, Japan, US, Europe, GCC, Thailand, India.
 - Handling purchase of Raw Material, Packing Material, Chemicals, Resins and Monomer, Solvents, Catalyst,

Education

- Diploma in Operations Management (Supply Chain)
World Trade Centre, Mumbai
1999 - 2000
- Bachelor of Science
University of Mumbai, Mumbai
Jun 1994 - Jun 1995

Languages

R&D development, Lab Chemicals & Instruments, Consumable, Engineering & Constructions material.

- Running MRP and Material planning in coordination with Sales and production department.
- Identify and develop new vendors and new products as per organization parameters and SOP.
- Performing Vendor Visit and Audit, Evaluation and Management.
- Performing Data Analysis of Raw materials to help for forecasting, and Negotiations.
- Negotiate and finalize rates and short and long-term Contracts for material and transport.
- Managing International and Local Logistics
- Managed and control Inventory as per Inventory ratio.
- Steered budgeting for procurement, vendor payment and local expenses.
- Liaoning and personal hearing with govt. agencies. Like Customs, Excise, DGFT, Bank.
- Handling National and International Logistics for Inbound and outbound material.
- Administered all pre and post import documentations and clearance and coordination with shipping line, Frt Forwarders for Frt bookings and clearing agent for clearance of import consignment to save detention, demur rage and interest charges
- Interacted with QA and QC to maintain RM and FG quality
- Executed MIS as per management requirement.
- Setting up job responsibilities and KRA for team members.
- Developing skills, training and motivating to team members and getting work done in specified time.
- Helping to archive team member's target.
- Managing interaction with Vendors and actual users and senior management.
- Strong interpersonal and communication skills

Nov 2014 – Oct 2016

Asst. Manager – Purchase & Supply Chain

Tytan Organic Chemicals ME FZC (Sharjah, UAE)

- Spearheaded global sourcing and procurement activities
- Planned, scheduled and forecast the raw material purchase and procurement
- Purchased raw material, packing material, chemicals, R&D and lab chemicals & instruments, engineering & constructions material as per project requirements and specifications
- Negotiated the RM prices as well as purchase contracts, service and freight contract terms and conditions finalized day-to-day purchase orders to save time and cost to the organization
- Developed new & existing vendor and performed vendor evaluation & management
- Managed import purchase and clearance from China, Singapore, Iran, Europe and GCC
- Executed entire procurement process including raising of purchase orders, timely LC opening, shipment schedule, coordination of logistics, vendor payment and cost realization
- Steered budgeting for RM procurement and vendor payment; interacted with QA and QC to maintain RM and FG quality
- Provided support to HOD for sales and business planning as well as new product development
- Ensured completion of monthly and yearly sales target set by company under supervision of HOD
- Maintained sales & stock report and sent the same to management on daily, weekly and monthly basis
- Directed inventory levels of all raw materials and finished goods ensured supply on a need basis and zero stoppages
- Monitored and maintained report for inbound and outbound inventory and logistics
- Conducted day-to-day Customs and Free Zone activities for smooth clearance executed import documents dealt with Finance Dept. for establishing LC, bank guarantee and letter of indemnity
- Coordinated with import vendor, shipping agent, vessel owner and charter party for vessel schedule, nomination, lay can, cargo arrival notice, tracking & diversion
- Retained records pertaining to shipment and RM and FG and maintained daily, weekly and monthly report as per company requirements and delivered presentation.
- Liaised with Bank & UAE Government Bodies like MOH, MOI, MOFA, MOEW, DPS, DM, SM, HFZ and DC for UAE operations

May 2012 – Oct 2014

Dy. Manager – Purchase and Supply Chain

English Konkani Marathi Hindi

Hobbies

Reading industry-related literature to stay abreast of the latest trends and innovations

Global travel to understand diverse markets and business practices

Achievements

- Successfully negotiated long-term contracts with key global suppliers, leading to an average of 20% cost reduction in procurement expenditures.
- Pioneered a vendor management program that improved quality compliance by 35% and reduced lead times by 25%.
- Implemented an innovative inventory management system that decreased stock-outs by 40% and improved overall warehouse efficiency.

Godavari Biorefineries Ltd. (Mumbai)

- Independently Manage centralized purchases for all plants from international and domestic markets.
- To coordinate with the actual users on day-to-day stock and inventory and arrange additional orders and materials accordingly.
- Negotiate & finalize Purchase, Service and Frt. Contracts and also finalize day to day purchase orders in time.
- Developing new & existing vendor and performing vendor evaluation and management.
- Performing PR, RFQ, RFQ Comparison, STO, Migo, Miro, Vendor List and Material List in SAP System.
- Performing Import purchase and clearance from China, Singapore, Iran, Europe and GCC.
- Helping management for yearly and monthly budget for smooth procurement process.
- Keep a track on market trends and raw materials prices and inform management simultaneously for procurement budgeting, planning and forecasting.
- Maintain Inventory Levels of all raw materials and maintain report for Inbound and outbound Inventory.
- Managing and monitoring Inbound and Outbound logistics.
- Interact with QA and QC to understand the requirements and arrange all necessary documents from vendor.
- Liaising with Bank, Excise, Customs, DGFT, MPCB and other Govt. authorities for India Operation.
- Coordinating with finance dept for required import documents, for establishing LC, BG and LOI.
- Coordinate with import vendor, shipping agent, vessel owner and charter party for vessel schedule, nomination, lay can, Cargo Arrival Notice, tracking & diversion.
- Administering bulk operations and clearance at port to attend the vessel and shore tanks for discharge and delivery of bulk cargoes.
- Performing all pre and post documentations and coordination with shipping and clearing agent for clearance of import consignment to save detention, demurrage and interest charges.
- Set up for storage of bulk material at storage terminals & timely movement for accommodating fresh cargoes.
- Logistic processes and systems with the sound knowledge of inventory management, import and export processes, warehouse management, transportation.
- Reform customer payments, C-forms & CT3 forms collections by co-coordinate with internal & external person.
- Maintaining records and statement for purchase and import and presenting the management.
- Participate in ISO & vendor Audit procedures.

Apr 2002 – Apr 2012

Assistant Manager – Supply Chain

Supreme Petrochem Ltd. (Mumbai)

- Timely cleared the Raw Material, Chemicals, Capital goods & Project requirements from customs under various duty saved schemes.
- To coordinate with the commercial department and plant on day to day stock & material requirements.
- Handling 80% of the raw material imported globally.
- Managing and maintaining Inbound and outbound Inventory and Logistics.
- Liaising with Bank, Excise, Customs, DGFT, MPCB and other Govt. authorities.
- Coordinate with internal and external vendor for smooth clearance of import shipment.
- Attending bulk vessel and port for clearance of bulk cargoes.
- Maintaining and preparing of Discharge report and inbound and outbound logistics report.
- Performing Import documentation, clearance, storage and movement of around 30000 Tons of bulk material and 100 to 120 containers per month from Mumbai, JNPT, Kandla, Chennai and Pondicherry.
- Prepare for logistics (storage and dispatch of goods on daily basis) Bulk as well as container cargo.
- Actively handling total logistics process for import and export.
- Arranging the required Licenses (DEPB/VKYU) for import clearance with competitive market rate with the help of HOD.
- Timely submission of Import and Export documents to banks for foreign remittance.
- Insurance covered for Disc. port to particular destination (Factory/ Co. Warehouse)
- Sound knowledge of Customs rules and regulations to handle hazardous and non hazardous cargo in India.
- Performing end to end SAP MM and SCM transaction.

Mar 1997 – Mar 2002

Sr. Officer – Purchase and Supply Chain

Vijay Industries & Projects Ltd. (Mumbai)

- Executing purchases of engineering goods, project material with the help of project team.
- Performing Import and local purchase for project requirement.
- Documentation and clearance of Import and Export shipment from Customs and Port.
- Liaising with Bank, Excise, Customs, DGFT and other Govt. authorities for project permissions.

- Performing various Licenses for Project and Import.
- Maintain and manage Inward and Outward logistics and statement.
- Maintained Records and MIS as per co. requirement.

Projects

Carbon Composite projects for WindEnergy and Pultrusion in ICPL

- Identified and developed new vendors for strategic material sourcing.
- Led cross-functional teams to achieve project objectives.
- Implemented sourcing strategies that aligned with company's cost-saving initiatives.
- Conducted market research to identify potential suppliers.
- Managed supplier relationships to ensure consistent material quality and supply.

Risk Management Projects

- Analyzed supply chain vulnerabilities and potential risks.
- Developed mitigation strategies to address identified risks.
- Collaborated with internal and external stakeholders for risk management.
- Monitored and reported on risk exposure and mitigation efforts.
- Enhanced procurement policies to strengthen supply chain resilience.

Heading Bulk storage project for RM in ICPL

- Oversaw the design and implementation of bulk storage solutions.
- Coordinated with vendors for timely and cost-effective material supply.
- Managed project budget and cost control measures.
- Worked with engineering teams to ensure compliance with safety and environmental regulations.
- Streamlined inventory management processes to optimize storage and retrieval.

Haliburton projects for Oil drill in Tytan Organic Chemicals

- . Conducted market research to identify potential suppliers.
- . Identified and developed new vendors for strategic material sourcing.
- . Developed cost savings supplier and finalise the deal.
- . Cordinate with RND for new development.

Implementation of SAP and Collebra system in Supreme Petrochem Ltd.

Core team member for SAP and Collebra system implementation.
Oversaw the design and implementation of SAP.