ANKIT AGNIHOTRI

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📍 Noida, Uttar Pradesh, 201301, India

👤 Profile

Accomplished supply chain and operations professional with 18 years of comprehensive experience in demand planning, Sales and Operations Planning (S&OP), and end-to-end supply chain management. Expertise in transforming complex supply chain processes into streamlined operations that drive efficiency, reduce costs, and enhance customer satisfaction. Proven track record of leveraging data analytics and advanced forecasting techniques to optimize inventory levels and improve demand accuracy. Adept at cultivating cross-functional partnerships and leading strategic initiatives that align supply chain strategies with organizational goals. Committed to fostering innovation and excellence in supply chain performance to support sustainable growth and competitive advantage.

KEY SKILLS

- Demand Planning & Forecasting
- Sales and Operations Planning (S&OP)
- Supply Chain Analytics
- Inventory Optimization
- Process Improvement
- Vendor Management
- Procurement Strategies
- Warehouse Management
- Production Planning
- Stakeholder Engagement
- Logistics Coordination
- Root Cause Analysis
- Agile Supply Chain Practices
- Transportation Planning

💼 Employment History

IPM India Wholesale Trading Private Limited, Gurugram

September, 2010 - Present

Executive – S&OP and Demand Planning (2018 – Present)

- Developing demand projections and aligning business planning processes to integrate supply chain strategies with organizational objectives.
- Managing inventory levels and coordinating logistics operations to ensure efficient distribution and timely product availability.
- Cultivating cross-departmental collaboration and partnering with senior leadership to drive strategic initiatives and improve operational performance.
- Performing data-driven analysis and monitoring KPIs to facilitate informed decision-making and identify opportunities for continuous improvement and risk management.
- Leading demand planning meetings with cross-functional teams to review forecasts, assess market trends, and incorporate feedback for continuous improvement.
- Utilizing advanced analytics tools to enhance forecasting accuracy and refine inventory management strategies, reducing excess stock and minimizing stockouts.
- Implementing best practices in Sales and Operations Planning (S&OP) to streamline processes and improve communication between sales, operations, and finance teams.
- Conducting root cause analysis for demand variability and collaborating with supply chain teams to develop action plans that mitigate risks.
- Establishing and maintaining key relationships with suppliers and customers to gather insights and align demand planning efforts with market needs.
- Designing and delivering training sessions for team members on S&OP processes, forecasting techniques, and inventory management principles.

Executive – Supply Chain (2016-2018)

- Orchestrated end-to-end supply chain operations, ensuring seamless coordination between procurement, logistics, and production teams.
- Optimized inventory control, warehouse management, and supplier negotiations to enhance efficiency and reduce costs.
- Spearheaded demand forecasting, strategic sourcing, and transportation planning to improve fulfillment rates and operational agility.
- Drove process enhancements, cost-saving initiatives, and regulatory compliance to mitigate risks and maximize profitability.
- Leveraged data-driven insights and workforce development strategies to boost performance and scalability.
- Led end-to-end supply chain optimization, integrating technology and automation to enhance efficiency and reduce lead times.
- Implemented agile procurement strategies, negotiating cost-effective contracts and fostering strong vendor partnerships.
- Developed and executed inventory management frameworks, minimizing stockouts and excess inventory through data-driven decision-making.
- Streamlined logistics and distribution networks, improving delivery accuracy, reducing transportation costs, and enhancing service levels.

Sales Invoicing Coordinator (2010 – 2016)

- Spearheaded invoice processing and order verification, ensuring prompt payments and adherence to stringent financial standards.
- Optimized data management and recordkeeping to elevate accuracy and enhance financial reporting integrity.
- Fostered collaboration with sales and finance teams to streamline operations and elevate customer engagement.
- Delivered actionable insights through comprehensive reporting and championed process improvements to drive significant operational efficiency.

Achievements :

- Elevated SFA forecast accuracy by 10.9% (from 73.3% to 84.1%) and minimized forecast bias by 13.1% (from 19.1% to 6.1%) between 2021 and 2023.
- Further optimized SFA forecast accuracy by 5.8% (from 84.1% to 89.9%) and reduced bias by 1.1% (from 6.1% to 4.9%) in 2024 compared to 2023.
- Spearheaded the successful implementation of the E2Open forecasting tool, enhancing data accuracy and streamlining demand planning processes.
- Achieved a 75% reduction in internal stock transfers through strategic demand planning and process optimization.
- Led Power BI integration, improving real-time data visualization, decision-making efficiency, and operational analytics.
- Streamlined supply chain operations, driving a 20% reduction in lead times and logistics costs.
- Negotiated strategic vendor contracts, securing cost-effective procurement while ensuring timely material availability.
- Optimized inventory management by implementing data-driven strategies, reducing excess inventory by 15%.
- Processed sales invoices with 99.8% accuracy, ensuring strict compliance with company policies and regulatory standards.
- Collaborated with cross-functional teams in finance and sales to resolve discrepancies and enhance billing efficiency.
- Proposed and executed process automation initiatives, reducing invoice generation time by 25%.
- Conducted SAP training sessions for warehouse personnel, successfully decentralizing invoicing operations and reducing overall workload by 18 man-hours per day across all warehouse locations.

Engineering Store , Asian Paints Limited, Greater Noida

April, 2007 - September, 2010

- Streamlined supply chain and inventory management, cutting stockouts by 30% and ensuring 98% accuracy in stock records through regular audits.
- Liaised with vendors to secure timely procurement of essential materials and drive efficient execution of cross-functional initiatives.
- Encouraged synergy and cross-team cooperation, enhancing overall organizational efficiency and goal alignment.

Achievements :

- Executed the Visual Management Project to enable engineers and production teams to quickly locate spare parts and materials needed for production during non-working hours of stores, resulting in an 11% reduction in turnaround time during equipment breakdowns.

PROJECTS

- **E2Open Forecasting Tool Implementation** : Spearheaded the implementation of the E2Open forecasting tool, dramatically improving demand planning accuracy and operational efficiency across the organization.
- **Power BI Operations Deployment** : Orchestrated the deployment of Power BI within operations, empowering teams with real-time performance insights and fostering a culture of data-driven decision-making.
- **Inventory Optimization Initiative** : Achieved a remarkable 75% reduction in internal stock transfers through a comprehensive revamp of inventory strategies, significantly enhancing supply chain agility and responsiveness.
- **SAP Warehouse Implementation** : Instrumental in the successful rollout of SAP across all warehouse operations, streamlining inventory management processes and enhancing overall operational workflows.
- **Strategic Management of Market Returned PPOSM** : Developed and executed innovative strategies for the efficient handling of high volumes of market-returned Permanent Point of Sale Material (PPOSM), optimizing resource allocation and minimizing waste.

🎓 Education

Master degree in Commerce
CSJM University, Kanpur, 2003

Bachelor degree in Commerce
CSJM University, Kanpur, 2001

🔤 Languages

● ● ● ● ●	English
● ● ● ● ●	Hindi

👤+ Skills

● ● ● ● ●	Microsoft Office - (Microsoft Word, Excel, PowerPoint, Outlook)
● ● ● ●	SAP, Power BI, E2Open

📑 Licenses & Certifications

APICS - CPIM (Certified in Production & Inventory Management – Part 1)
ASCM
2020

Logistics & Supply Chain Management
Indian Institute of Technology, Delhi
2013

Diploma in E-Commerce & Web Designing
STEP-HBTI Kanpur

2001

Basic Details

Gender	Male
Relationship	Married