

Lalitha Raman

Supply Chain Manager

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PROFESSIONAL SUMMARY

Supply chain professional with 12 years in consumer durables and auto components, covering demand planning, procurement, inventory and distribution. Leads a team of nine planners and buyers, runs monthly sales and operations planning and manages imports from Asian suppliers. Focused on service levels, inventory days and landed cost, with strong SAP and planning tool experience.

SKILLS

Sales and operations planning · Demand and supply planning · Strategic procurement · Import logistics · Inventory optimisation · Distribution network planning · SAP APO and S/4HANA · Supplier development · Working capital reduction · Team leadership

EXPERIENCE

Supply Chain Manager — Consumer durables manufacturer, Chennai

5 years · current

- Run monthly sales and operations planning with sales, finance and production for fans, coolers and small appliances.
- Lowered finished goods inventory days while holding service levels to distributors across south India.
- Manage imports of motors and electronic parts from Asian suppliers, planning container loads around lead times.
- Lead nine planners and buyers, setting clear goals for forecast accuracy and supplier on-time delivery.

Procurement Manager — Auto components supplier, Hosur

4 years

- Negotiated annual contracts for castings and forgings, reducing landed cost on key parts.
- Developed two new local suppliers to cut dependence on a single source.
- Introduced supplier scorecards for quality, delivery and cost reviewed every quarter.

Demand Planner — FMCG company, Chennai

3 years

- Built monthly forecasts for personal care products using sales history and promotion calendars.
- Worked with sales teams to adjust forecasts before festivals and new launches.

EDUCATION

MBA in Operations — Private business school, Chennai

B.E. in Mechanical Engineering — Engineering college affiliated to a state university, Madurai

CERTIFICATIONS AND REGISTRATIONS

- APICS Certified Supply Chain Professional (CSCP)
- Certified in Planning and Inventory Management (CPIM) coursework

PROJECTS

- Inventory reduction drive — set new stock norms by SKU class, freeing working capital without hurting distributor service
- Dual sourcing programme — added local suppliers for critical parts after import delays

LANGUAGES

Tamil · English · Hindi · Telugu