



# S. TAMIL MANI

DIRECTOR: SUPPLY CHAIN MANAGEMENT

## CONTACT:

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## PERSONAL DETAILS:

- Date of Birth:** 17th July, 1962
- Languages Known:** English, Hindi, Tamil and Telugu

## CORE COMPETENCIES:

- Profit Centre Operations
- Supply Chain Excellence
- Strategic & Tactical Sourcing
- International & Domestic Logistics
- S&OP- Supply Demand & Planning
- Cost & Budget Management
- Low-Cost Country Sourcing
- Customer Relationship Management (CRM)
- Cost Savings Initiatives in Ocean Logistics
- Greenfield Projects
- Cross functional Leadership
- Logistics Mapping
- Stake Holder Management
- Market Intelligence
- Market Analysis & Penetration
- Team Management
- Cost & Resource Optimization
- Process Excellence
- Statutory Compliances - EOU, SEZ, DGFT



## PROFILE SUMMARY

- Key Asset within the Board of Directors, leading as a Profit Centre head - Functional for managing global and domestic supply chain operation across Pharmaceutical and Petrochemical.
- Nearly 3 decades of experience in end-to-end Supply Chain Management which includes, Materials Management, Warehousing, Capacity Building & Logistics Management.
- Business Transformation and Change Management leader with unmatched expertise in managing Supply Chain & business lines across India & Global markets, while driving client value & Customer experience.
- Industry leader in sourcing & procurement with an In-depth knowledge global of petrochemicals & solvents markets with major efforts focused on reflecting towards Low-cost country sourcing, clean sheet costing & market analysis.
- Broad-based subject matter expertise in managing integrated Materials Management strategies that exceed productivity goals and assure continued success in with key departments & strategic business unit
- Proven ability to engage & manage cross-functional groups, large teams, with local & global stakeholders towards the achievement Business Excellence.



## CAREER PROGRESSION

- KLJ Resources Limited**  
Senior General Manager -Solvents  
**January 2024 - December 2024**
- Trident Chemphar Limited**  
CEO  
**January 2023 - January 2024**
- Trident Chemphar Limited**  
CEO  
**April 2016 - December 2022**
- Trident Chemphar Limited**  
Director- Commercial ( Designated )  
**December 2011 - March 2016**
- Dr Reddy's Laboratories Limited**  
Associate Director  
**September 2006 - December 2011**



## CAREER PROGRESSION

**MBA - 1988**  
Dept. of Management Studies  
University of Madras



**M.Sc - Inorganic Chemistry -1986**  
AC Tech. Campus - Campus University of Madras



B.Sc.-Chemistry - 1984  
St. Joseph's College - University of Madras



## ◎ KEY HIGHLIGHTS & ACHIEVEMENTS:

- Led restructuring of the organization in line with global standards. Devised Segmentation matrix to identify product and service offerings along with Product Management, Supply Chain and Contract Manufacturing.
- Streamlined S&OP bringing together functions (Commercial, SCM and Finance) and incorporating Profitability in the process through inventory optimization as well as Price-up opportunities.
- Successfully transformed and scaled the top line business from 100Cr in 2011 to 630 Cr in 2022
- Scaled the volume growth from 5000 MTPA in 2011 to 45000 MTPA in 2022
- Successfully achieved 12% YOY growth for the business
- Explored and conquered global geographies in strategic sourcing from petrochemicals and solvents
- Proposed and leading the implementation of three greenfield projects creating an industry benchmark:
  - Chloromethanes - 100000 MTPA - 250 Cr
  - IPA - 50000 MTPA - 150 Cr
  - Solvents drumming - 60 Cr
  - Ethyl Acetate Plant - 100 Cr
  - Butyl Acetate Plant - 75 Cr
- Created a Quality Compliance SOP & System ensuring quality checks at multiple points pegged against 30 quality parameters ensuring smooth and quality product delivery with zero contamination to the customers
- Achieved 50% reduction in ocean freight cost and ensured timely imports
- Successfully streamlined the domestic logistics operations by introducing key transporters for strategic locations resulting in cost reduction and meeting delivery timelines.
- Rationalized the vendor base for all the solvents for delivering maximum value and on time performance of the Team
- created 4 business units across the globe along with two off-shore units Successfully
- Conceived and promoted import of Bulk solvents through Vizag port
- Managed SEZ trading operations from Vizag SEZ & supervised the total Area office functions including Planning, Budgeting & NSP

## ◎ KEY DELIVERABLES:

- Part of the Leadership team in SCM function related to Strategic & Tactical Global Sourcing and P&L management.
- Spearheading a Team of 30 high performing individuals. Handling offices in global locations viz. Dubai & Singapore.
- International & Domestic Logistics with Shipments movements Via Sea, Air, Road with close monitoring within ERP — Routes
- Industry expert in global sourcing, shipping, Terminaling and domestic distribution of Acetone, Cyclohexane, MDC, Methanol, IPA, Toluene, DMF, Hexane
- Lead the office functions of the entire Area including Planning, Budgeting & NSP. Conceiving and promoting Importation of Bulk solvents through Vizag port
- Develop, review and report on the business development strategy, ensuring the strategic objectives are achieved within desired timelines
- Define and implement long term & short-term departmental goals including Supply Chain strategy, training & development of team, productivity improvement through various tools
- Lead the transformation of purchasing functions from tactical purchasing to strategic procurement
- Shouldered the responsibility of handling 'line functions' & 'project functions' and strategizing & implementing for procurement of the chemicals
- Establishing inventory level goals for assigned materials, initiating action for review of levels in dynamic business scenario
- Undertaking continuous improvement initiatives through lean implementations across functions that helps in overcoming shortcomings in business operations
- Formulating SCM plans for smooth execution of projects within time & cost parameters; developing alternate sources, mitigating supply risk and assisting in negotiating supply agreements with strategic and critical suppliers
- Sustaining long-term partnerships with local & foreign suppliers; liaising with key supplier to ensure meeting of service, cost, delivery & quality norms
- Scheduling, directing & maintaining an efficient warehouse operation; assigning and evaluating the work performance of personnel assigned to the warehouse