**NARASINGHA TRIPATHY**

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Seeking managerial assignments involving Pricing, Distribution, Logistics, Vendor development, Forecast, Budgeting, Tendering, Commercial Compliance, Negotiation & Rate Contract, Process Building, System Automation, Dealer Networking & CFA Management.

***CAREER SNAPSHOT & CORE COMPETENCIES***

***A commerce graduate and Master in IR&PM with 20 years’ experience in Sales Administration, Distribution, Pricing, Vendor sourcing, Transportation, Warehouse, CFA and distributor networking management with exposure to situations involving merger, acquisition and integration of shared services.***

* Managing Order Cycle ensuring quality and economy in movement and storage of goods.
* Facilitate employee purchase program in accordance with company policy.
* Helping proper loading and unloading to minimize transit damage.
* Interfacing with Clientele for delivery matters and ensuring improved level of service.
* Interfacing with Transporters for better rates and commercial contracting.
* Channel Distribution Networking and effective management of Distributors / C&FAs.
* Corporate level handling of overall Distribution & CFA Operation of Pan India.
* Auditing of CFA Locations as per rule and regulations applicable to Pharma Industry.
* Adept in constantly improving internal control systems like SOP & Work Process Flows
* Good analytical skill and understanding of complex business processes and OEC Risks.
* Managing Credit Days, Cheque Bouncing, Expiry and Issue of Credit Notes.
* SLAs (Service Level Agreements) and AMCs (Annual Maintenance Contracts).
* Resourceful in Tendering, E-Tendering, Negotiations, Contracting.
* Good experience in extending improved Client Service and back office operation.
* Effective cross-functional coordination eliminating duplication of work.
* Good drafting and correspondence skill with strong legal angle to it.
* Ability to prioritize issues as critical and/or important
* Maturity to act as a thought partner and discretion with confidential information
* Confidence to have a strong point of view and express it even if it proves unpopular

# THESIS PROJECTS ASSOCIATED TO AND ACCOMPLISHED SUCCESSFULLY

* **Completed project** to analyse and streamline lane-optimisation and Pricing inculcating detention and other cost riders in **RIVIGO** (a start-up Logistics Venture) as a **Business Advisory** **Consultant from Jan to March 17**.
* Was nominated management representative of MU India for identification of various interlinking processes and procedures, KPIs aimed towards ISO 9001, EC-certification in 2010 in Fresenius Kabi and worked as Internal Auditor and helped certification.
* Completed one month study on various aspects of Employee Management Relationship in Salal Hydroelectric Project on river Chenab in the state of J&K. The Thesis was handed over to NHPC and Department of I.R&P.M., Berhampur University.

# Overall Functions handled/managed efficaciously

1. **PAN India Distribution Management**

* Channel Distribution Networking and management of Dealers / CFAs Networking
* Evaluation and appointment of CFAs, Training, SOP Induction and PAN India Control.
* Selection of transport routes and consolidating goods for dispatch and storing.
* Appraise vendor manufacturing ability through on-site visits and measurements.
* Negotiate prices and terms with suppliers, vendors, or freight forwarders.
* Setting standard timelines for various functions like Stock Entry, Billing, Dispatch, Cheque Deposit etc and evaluating the same from time to time.
* Designing warehouse workflow, assessing volume of work and ensuring proper staffing.
* Handling functions related to the development & maintenance of warehouse facilities.
* Logistics management, negotiation with Transporters for Rate Finalisation.
* Coordinating the storage, transportation and delivery of goods from production to Client.
* Develop and implement a logistics process and devise routes for shipments of finished products from Production to Hub to Billing Points.
* Inspection and evaluation of CFAs (without notice) to determine adherence to fair practice, temperature graph and carry out physical stock verification.
* Operational analysis and improvement, discussing proposed changes with stakeholders for consensus, drafting Policies and procedures, getting the same approved by various HODs and implementing the same.
* Introducing simple user friendly excel templates for inputting data for various functional requests and standardising response patterns to other stakeholders.

1. **Forecasting and Logistics coordination for Execution of Supplies**

* Planning stock requirement in line with existing and expected RCs and POs in hand.
* Weekly coordination meeting with supply chain and production to take measures for cancelled orders, production gaps, purchase gaps and stock availability issues.
* Coordination with supply chain and production for institutional stock requirement.
* Maintain data for non-moving, slow moving and near expiry stocks and liquidation plan.
* Indenting stamped stock without MRP requirement for various institutions.
* Providing Timely Forecast to Supply Chain in coordination with field.
* Deciding on Inter CFA adjustments and reallocation of stock.
* Keeping track of delivery timelines for various institutes and deciding dispatch dates.
* Review and approve purchase orders and ensuring billing process
* Taking calls on urgent shipping requirements whether through Air / Road.
* Ensuring timely billing, dispatch and Intimation of same to key stake holders.
* Collaborate with marketing executives to ensure that new products reach the right markets at the optimal time.

1. **Tendering & Client Service**

* Tendering, Market Trend analysis, Contribution working and Rate Approval Process.
* Attending Price Negotiation Meetings and finalising Rate Contracts.
* Reviewing Stockist Appointment Forms for stockist creation in SAP Master.
* Fixation & review of credit days, credit limits, locking & un-locking dealers for billing.
* Stamping of Hospital Supply Goods and coordination with institutions for supply.

***EMPLOYMENT GRAPH & NOTABLE ACHIEVEMENTS / CONTRIBUTIONS***

**Rivigo Services Manager, S&M-FTL Jan 17 onwards**

**Abbott India Ltd. Tender Manager July 13 to Dec 16**

**Dabur/Fresenius Asst. Manager-Sales Admin Aug 04 to July 13**

**R. B. Comtec Executive- Sales Coordinator Mar 03 to Aug 04**

**Kudamm Corporation Sales Coordinator Nov 99 to Mar 03**

**Bharati Estates Sales Coordinator Sep 98 to June 99**

1. Rivigo Services Pvt. Ltd. (Worked for One EP**D Abbott)**

* LAN optimization, setting up Market desk to improve Yield and bring down DSO in Retail Business, enrolling Vehicle owners and managing client demand and additional revenue.

1. Abbott India Limited (Worked for One EP**D Abbott)**

* Was awarded Hats off award in 2014 for streamlining process and wining Tenders.
* Was instrumental in improving SKU wise Forecast accuracy ratio from 38% to 74%.

1. Fresenius Kabi (Dabur)

* Owned the accountability and mechanism to control diversion of institutional stock to open market thru institutional stockist and controlling price erosion in market.
* Streamlined the processes through revision of SOPs from time to time and played a key role in selection, termination and streamlining of C&FA Operations.

**Academics**

* **Masters in Industrial Relation and Personnel Management** (**IR&PM)** from Berhampur University in 1998 (Ist Class) & **Bachelor of Commerce** from Khalikote College, Berhampur in 1996 ( Ist Class + Distinction)

**Technical**

* MS Word, Excel, Power Point, Outlook Express, Internet and exposure to SAP working.

**Personal Details**

Languages : Oriya, Hindi & English

Date of Birth : 11th July, 1973

Marital status : Married