

- Position Title: Senior Executive SCM
- Department: Supply Chain Management
- Years of Experience: 4-5 years
- Business Unit: SCM
- Location: Pune, Indore, Nashik, Nagpur
- Reporting: ZSM/ Supply Chain Manager
- Number of Direct Reportee: NIL
- Position Description: SCM
- Working Conditions: Majorly Travelling within the respective zone
- Job Experience: Minimum 3 yrs experience in SCM with company in FMCG sector
- Job Qualifications: Bachelor with specialization in SCM

<h3>Roles & Responsibility:</h3>

1. Design or implement supply chain that support business strategies adapted to changing market conditions, new business opportunities, or cost reduction strategies.
2. SPOC for the Supply Chain related issues of Zone
3. Closely track and maintain records of Secondary sales for the zone
4. Maintain customer database and ensure the same is updated regularly
5. Making sure distributors have stocks as per norms fixed
6. Planning delivery timetable for deliveries from Distributors to Retailers
7. Ensuring deliveries to distributors are done as per agreed TAT with CNF/transporters
8. Monitoring stock levels at CNF and Distributor
9. Work closely with sales team for Distributor appointment and evaluation
10. Works closely with sales team for sales forecasting
11. Ensure availability of POSM/Promotional material required for the activations planned for the zone
12. Oversee and ensure timely replacement of damaged stocks at Distributor's and retailer's location, co-ordinate for the recall of the stocks from market/CNF.
13. Track forecast vs actual sales.
14. Engage and work closely with Distributors and retailers, take continuous feedback for improvement.
15. Drive consumer offers for the zone
16. Ensure no cross selling from zones, within market (MT to GT).
17. Check and approve loading and unloading charges
18. Resolve issues related to delivery at Distributor's location
19. Tracking products through CNF to make sure they arrive at their destination
20. Work with sales team and ensure payments are received from distributor as per agreed payment terms.
21. Liquidation of non-moving and slow-moving stocks

22. Keep a track of the margin structure for the distributors
23. Maintains and circulates various MIS