

# RATIKANTA PATRO

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## Career Summary

Like the elf of the lore I have always translated the impossible to possible within a flash. I am the quintessential business catalyst who wields the ideas as well as the faith. I have own a million trust and have recorded many a success with my calmness and Midas touch.

## My Profile

Over 9 years of continuous successful association in managing business operations entailing asset management, cylinder control, inventory control, supply chain management, material management purchase and sales in Trading/Automotive industries/B2B industries.

## About Me

In my short yet prolific career, I have proved myself to be a high achiever in various aspects of Cylinder Control management, Cylinder recovery, creation of MIS and CTR report, on-time supply, reducing inventory cost, planning of imported materials while translating corporate vision to overcome complex business challenges as well as simultaneously building and maintaining relations with both vendor and customer with excellent levels of retention and loyalty.

I am a decisive person with good communication and analytical skills.

## Domain Interest

Inventory/Asset Planning & Control  
Procurement and Purchase  
Material Management  
Supply Chain Management

## Experience

### July 2017- Continuing

Associate Manager in Praxair India Pvt Ltd with Packaged and Specialty Gases Div. Managing Assets (Cylinder Controller)

### August 2010 – March-2017:

Sr. Officer in Toyota Tsusho India Pvt Ltd with Plastics & Chemical-SBU managing Tier-1 Molders of Toyota Kirloskar Motors Pvt Ltd.-Bidadi-Bangalore

### May 2009 – August 2010 :

Sales Executive- With Titan HMG Paints India Ltd managing B2B sales of Industrial Paints.

## Competencies Across...

Controlling Cylinder holding limits, Customer stock verification and Reconciliation, Maintaining Even Exchange, Generating Cylinder MIS /CTR report and submission to UBO, Updating Sales team, UBO, distribution about any kind of discrepancies and probable suggestion to mitigate the risk

Material Planning, Procurement, Forecasting, Inventory Control, Supply Chain Management in Polypropylene, Adhesives and various Chemical business.

Working and monitoring closely with Toll Compounders for Modified PP Granules with planning and Raw Material/Pigments/additives supplies to toll compounder.

Looking after for on-time clearance of Import Shipments as well planning local shipment.

Customer handling and retention.

Day to day operational issues handling.

## Praxair India Tales...

Constantly monitoring day to day cylinder supplied and receipt of empty cylinders back to plant.

Empty Cylinder recovery management and providing action plan to distribution and sales to recover cylinders

Checking the PA hold (Product Allocation hold) and giving suggestion to distribution and sales team for further action

Time to time visiting customer and taking physical count of cylinders and reconciling with ERP-Jde.

Making necessary adjustments of cylinder holding in ERP for any erroneous transactions.

Reconciling and making correction of negative holding which happened in long past or recent past

Periodically deck stock verification and report submission

Generating MIS and CTR (Cylinder turnaround ratio) report and submission

Keeping a record of outsource cylinder data

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## Education

**PGPM (MBA) in Operations and Marketing** from Indian Business Academy, Bangalore (Currently Known as Indus Business Academy) in 2009

**B.Tech In Chemical Engineering** from Biju Pattnaik University of Technology/Berhampur University in 2006

## Technical Knowledge

Microsoft Windows  
SAP  
JD Edwards

## Achievements

Successfully Completed Warehouse shifting (to 3PL warehouse) procedure and re-structuring of the New warehouse to make it operation-compatible with stipulated time frame.

Taking part in Kaizen activities and winning accolades for Providing Kaizen Proposals for cost reduction, Systemization etc.

Chosen as a Power user during SAP implementation and worked with SAP team to build the suitable model as per my domain and process inputs

## Overseas Trip

Represented the Company for Supplier meet and Plant Visit In Saudi Arabia (Aug-2016)

## Toyota- Tsusho Tales...

Obtaining customer order on time and placing the orders to suppliers (both Oversea and Local).

Calculating and making rundown of available stocks, lead time, and safety stock before placing order.

Forming Budget for the future financial year sales with cost and profit calculation.

In case of indent business, ensuring all the order reconciliation, document handover and receiving of commissions.

Giving emphasis towards aged inventory stocks by preparing report, devising plan to liquidate, and executing the same.

Providing Order Vs Supply Reconciliation along with closing stock and in-transit stock detail to customer for effective planning.

Taking care of on time material supply to customer to avoid any kind of line stop situation.

Taking up the quality concerns raised by customer to supplier or vendor for and working on them to find an appropriate solution.

Visiting regularly customer end, to understand and analyze present business, new requirements and solving issues, if any and maintaining a good rapport

In constant touch with warehouse/logistics members to plan effectively for goods receive delivery of material and any kind of abnormality.

Preparing quotation for customer periodically/shipment wise

Ensuring receipt of payment from customer on time

In constant touch with vendors for new updates, stock availability, price fluctuation information etc.

Ensuring on time payment to vendors.

Generating reports for AR/AP, Gross profit/loss, Aged Inventory, Dispatch Detail, Process Loss Reconciliation (In case Of Job work transactions) with remarks and action plan and submitting to supervisor.

Taking care of Insurance claim for damaged material and settlement of the same.

Working closely with Internal auditors to fulfill the audit (statutory, customs, excise etc) compliances

Maintaining a cordial relationship with customer, vendor and colleagues

Heading a team by allocating jobs and responsibility and working with them closely to achieve day to day targets.

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## Languages Known

English  
Hindi  
Odia  
Kannada

## Hobbies & Interests

Painting  
Writing Poems  
Photography  
Travelling  
Organizing events

## Success Series

Successfully checking and making necessary adjustment in ERP (Jde) to ensure Cylinder holding physically at customer end wrt ERP System

Dealing with customer and recovery of non-trading cylinder to ensure company assets should not be lost.

Ensuring smooth circulation of cylinders and thus maintain the cylinder population.

Constantly monitoring distribution activities about correct movement of cylinders

Successfully handling the procurement of material with effective planning (import/local) and delivering customer on time to avoid any kind of line stop situation.

Providing on time supply to tier-1 vendor of Toyota Kirloskar Motors to ensure No production stoppage in Car manufacturing.

Planning effectively to avoid Excess stock or Less stock and hence controlling the Inventory with in the permissible limit.

Planning effectively for imported materials from overseas suppliers and ensuring availability at customer end on time.

Ensuring on time payment and controlling A/R and A/P for both Customer and Vendor.

Responsible and answerable for various kind of audits like Statutory Audit, Customs Audit, Sales tax audit by providing all the detail to accomplish the audit procedure.

Successfully handling the Insurance procedure for both Import and Local materials to claim the settlement for all the damaged materials received.

Handling both internal and external customer and building good rapport with them.

Ensuring Team Building activity to create a good work environment to face day to day to challenges and issues.

Working on SAP platform for all daily transactions.