

YOGESH ANIL KULKARNI

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in

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Objective

Results-oriented Product Manager with 2+ years of experience in product design, development, and launch. Proven ability to manage multiple projects and optimize product performance.

Experience

Digital Cafeteria solution Pvt Ltd (TheFoOds)

Product Category Manager (Founder's Office)

03/22 - current

Proven ability to manage multiple projects in a timely manner.

Maintained a high level of customer service standards and provided an exceptional customer experience.

Developed and implemented a customer loyalty program to increase customer satisfaction and retention rates.

Successfully managed product cycle from concept to launch for 5 products in a fast-paced environment.

Collaborated with engineering, sales, and marketing teams to ensure successful product launches and meet customer requirements.

Developed product roadmap and managed product backlogs.

Developed and implemented procurement policies and procedures to ensure the best value and quality.

Established and maintained relationships with suppliers to ensure the timely delivery of goods and services.

Negotiated prices and contracts with suppliers to optimize savings and ensure quality.

Analyzed market trends and monitored changes in pricing to identify potential cost savings.

Negotiated contracts with suppliers to ensure cost-effective delivery of materials.

Developed and implemented accounting systems, policies, and procedures.

ElasticRun

Central Procurement Executive

07/2020 - 02/2022

- Having Role & Responsibility to finding potential vendors for streamline products supply
- Inspect and verify vendors business credentials like GST Certificate, MSME Certificate, PAN, Current Account ETC,
- Finding Vendor from different yellow pages, conducting felid surveys
- Onboard correct Vendor for Business Operation and Procurement Supply
- Build Strong relationships with existing vendor and newly onboarded vendor
- Resolved Vendors query about GST Billing, HSN code, GST Rate, Po Related question, payment & transportation,
- Seeking SKUs Availability of FMCG Brands like HUL, ITC, P&G, Parly, Godrej, RB, Colgate Polimotive, With help of FMCG brand engagement team and onboarded vendor, also checking material availability with fill rate and supply lead timing,
- Release MR (Material Request) List to vendor, brand engagement team for raising Invoice,
- Cross Check-in the invoice which is provided by vendor, brand engagement team, cross verify rate, GST%, Applied Scheme, And other basic hygiene check
- Rais PO for Each Invoices, ceate modify item code if any correction required, follow up PO From Procurement Manager to Pricing, finance and Account team.
- After PO approval provide Payment Details to vendor, brand engagement team, coordinate with external logistics and cargo supplier company to timely supply goods to WH.
- Build Procurement forecast BTC segment proces, handling Allocate WH monthly Inventory, rectify near expiry SKU, updated any price change, gramege change SKU in system, categories WH Inventory in Different Slabs, closs verify WH stock over physical VS system,
- Liquidate Non Moving, Damage, Near expiry SKUs with in Applied promotion schem or bulk square off with prior Approval of Sale, Pricing & Account team,
- Handling over 12 People team size for BTC segment Analysis thire performance over KRA, Scaling team members as TC over thire KPI
- Working with Product Category Team for New product development, build new product as business requirements with the help of market research, Create new product categorie (General Merchandise), Implant new product in system ERP, launch new business category, handling thier distribution and supply
- Tracking PO VS Received material and Transit material delivery status in Excel or google sheet to daily basis, build report in pivot table as summary by day end

Krishidhan Seeds Pvt Ltd

SCM Analyst/ Coordinator

09/2018 - 03/2020

- Coordinate with Sinior Manager and Field Executives for insurance of smooth and streamline operation of seed production program
- Supply Foundation Seed to PAN India production centers,

- Build Procurement Policy for various seeds production in LS, SS, NS/BS program with comparative Local APMC Rate
- Build Seed Production Program Agreement with Company and Farmers/ Program Organizer with help legal team and Upper management
- Create PO over SAP for Ad-hoc Purchase, Third party programs,
- Entire Data entity work over SAP PP (Seed Industry) including Batch creations, Foundation Seed cost debits, BOM creation, Etc.
- Build monthly, quarterly , program wise Yeild Estimate report for Kharif and rabbi season with help of feild Executive gather data
- Timely cordinate with Store team and purchase team for insure availablity of gunny bag
- Cordinate with logistics team to ensore smooth and streamline supply for Timely supply gunnybag, required fertilizer, other requirements which is came from Production centre
- At end of Kharif/ Rabbi session talking care of seed transportation to processing plant , sending requirement mail to feet availability and Transit material delivery alert to supply operation team and Each processing plant, Stock WH with the help of approve Yeild Estimate report
- Create DC for Transported seed in SAP , Ceate STO for WH to WH stock Transfer operation
- cordinate with Production Account for Farmers payment as per design police of each seed production program
- Cordinate with QC team for Testing a seed Germination and GOT result,
- Sent GOT , Germination result to each Production centres Allocated Feild Executive
- Making final payment indent for QC pass and batch , making payment Approval from VP Finance and handover to account team,

Education

State Board of Maharashtra

SSC
2012 — 69

CSMSS College Of Engineering

Diploma In Mechanical Engineering
2016 — 65

Skills

- Vendor Management
- Negotiation
- Logistics and supply operation
- Excel and google suit
- Procurement
- inventory management and control
- E COMMERCE Operation
- First mile and Last mile delivery
- Digital Marketing
- influence Marketing
- SEO
- Team Management , handling
- Time Management
- Accounting
- Brand Management

Projects

Dental Kart E Commerce App and Website

Dental Kart is online marketplace platform for Dentist over PAN India,

Create Entire Logistics and Delivery supply integration channle with the help of shiprocket and Other Modern Logistics company

- Managing All listings their prices and live inventory
- Product MRP, Create New schem according ongoing festival
- Handling abouts 50 shipments in daily basis for 3 months project

Social media marketing and development road map for offline marketing with marketing manager

www.dentalkart.com

Green Agro Organic

First Ever Organic food D2C Brand

IN PROGRESS

We are creating brand new D2C Brand in organic food,

Currently working for backend UI and operation integration,

Building road map for first mile and Last mile delivery operation

Payment gateway integration with rozarpay and CC Avenue

- Create Social media marketing strategy
- Designing As Brand new Logo
- and other require marketing stuff

Green Agro become live upto August 2022

Interests

- E-commerce Marketplace
- Product Category Management / Procurement
- Logistics Operations
- D2C
- SUPPLY CHAIN MANAGEMENT
- First Mile & Last Mile Operation

Declaration

I Hearby Declared that above mentioned Information is correct as per my knowledge

Signature:



Yogesh Anil Kulkarni
