

# SACHIN KRISHNA



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**Global Sourcing & Supply Chain Management Leader with 19 years of experience in India, Sri Lanka and Bangladesh across Apparel, Accessories and Home Décor categories. Gathered extensive experience in developing sourcing solutions with manufacturers, strong supply chain experience, Merchandising and Product Management expertise while working for renowned blue chip organisations.** Controlled costs and improved business opportunities by developing strategic road maps, streamlining the commercial procedures and operations, maintaining superior quality standards through responsible sourcing and effective vendor management. An effective communicator with excellent relationship management, strong analytical, leadership, problem solving and organisational abilities.

## KEY HIGHLIGHTS

Global Sourcing Strategies	➤ Crafted and implemented global sourcing strategies for achieving cost advantages and equally maintained quality standards in manufacturing.
Supply Chain Operations	➤ Pivotal in setting up the overseas sourcing operations in Bangladesh. Brought out standardisation in the processes & procedures and strengthened business operations.
Vendor Management	➤ Achieved excellence in supply chain operations, led diverse Sourcing from India, Sri Lanka & Bangladesh.
Product Management	➤ Flawless OTS performance of 98% consistently from the region with no Quality or Floor Ready claims.
Merchandising	➤ Translated strategies into actionable results and controlled costs of manufacturing, raw materials and regional overheads through responsible sourcing and negotiation.
Product Manufacturing	➤ Met EBITDA targets consistently by implementing best business practices and procedures.
Global Procurement	➤ Maximised business profitability by cultivating strong retailer loyalty and reducing dependence on agents thereby.
Strategic Management	➤ Ensured timely completion of projects by handling the commercial nuances, coordinating with both internal and external clients for seamless operations.
Quality Management	
Liaison & Coordination	

## CAREER PROFILE

Veshh Ltd., Bangladesh Liaison Office	Managing Director	Dec'15 - Till Date
Arvind Ltd., Bangladesh Liaison Office	Country Manager - Apparels Division	Sep'13 - Nov'15
Asian Apparels Pvt. Ltd., Bangladesh	Director Marketing	Jun'12 - Aug'13
Shahi Exports Pvt. Ltd.,(India, Sri Lanka & Bangladesh)	Country Manager	Sep'02 - May'12
CL India Pvt. Ltd., India	SMR & Team Leader (Quality)	Sep'00 - Aug'02

## PROFESSIONAL ACCOMPLISHMENTS

### Veshh Ltd., as Managing Director - Bangladesh

- ✓ Responsible for general management of Office.
- ✓ Source and develop strong supplier base in India, Sri Lanka & Bangladesh.
- ✓ Lead and manage all the cross functional departments to achieve maximum performance.
- ✓ Develop product base vendor matrix for optimum efficiency from Sampling to Bulk Production alignment.
- ✓ Key initiatives - Quality & compliance nuances with advance approach in connecting ecological sustainability.
- ✓ Develop a system to analyse facts and the extraction of information, Process implementation & MIS.
- ✓ Evaluate financials for Expenses, Sales, Bottom Line improvisation & look out sourcing revenue reduction strategies.

### Arvind Ltd. as Country Manager - Bangladesh

- ✓ Instrumental in setting up the business operations, systems and procedures; streamlined the commercial functioning and established a strong vendor base/supplier base.
- ✓ Planned and implemented effective global sourcing strategies in the regional level.
- ✓ Actively involved in Conceptualisation, Development, Procurement of raw materials, Planning, Sourcing for Production and the Delivery of final Product to the customers.
- ✓ Contributed in the areas like Costing and Pricing of Merchandise, Booking of Orders, Production Follow-up, Quality Control, Shipping and Documentation. Ensured 100% on time shipment.

- ✓ Coaching teams to deliver the expected targets as per the management's specifications.
- ✓ Holds the credit for establishing the regional operations and transitioned the lowest ranking EBITDA in the firm to attain at par status in the 2nd Financial Year from startup.

#### **Asian Apparels Ltd. as Director Marketing - Bangladesh**

- ✓ Enhanced new business opportunities with customers on value added products.
- ✓ Evaluated the operational cost of 9 group factories with 7000 machines to control pricing.
- ✓ Distinguished contributions in implementation of SOP's for Marketing, Cross Functional Dept. & Factory head to manage critical path to improve on time business execution.
- ✓ Developed social & technical compliance teams to monitor group factories & adhere to customer requirements.
- ✓ Implemented effective strategic plans based on business analysis and market trends to boost revenue generation by 18%.

#### **Shahi Exports Pvt. Ltd. as Country Manager - Bangladesh**

- ✓ Established the operations in Bangladesh and set up cross functional departments to strengthen the diverse regional requirements.
- ✓ Implemented global sourcing strategies and negotiated costs with the global suppliers/vendors, vendor contracts and steered overall commercial operations to support and strengthen business management.
- ✓ Achieved sales bench mark of \$30 Million for the startup operation.
- ✓ Established regional office & hired staff under cross functional departments to work as support system abiding with the local law.
- ✓ Key Performance Initiatives - Flawless monitoring & execution of business, proactive merchandising with precision, QMS aligned with vendor product capabilities, Tracking Of Commercial activities And Coaching of staff to perform as team .
- ✓ Benefitted customers by exploring and sharing "global trade agreements & subsidies" to enhance business development in the region.
- ✓ Implemented pricing strategies and strengthened the SCM operations to reduce agents business from the region.

#### **Shahi Exports Pvt. Ltd. as Divisional Head - Merchandising – India , Sri Lanka & Bangladesh**

- ✓ Holds the credit for setting up the entire operational infrastructure, streamlined manufacturing activities and implemented effective initiatives for key customer accounts for "Ladies Specialty Division" which contributed to 22% of total firm sales.
- ✓ Trained teams and strengthened their competencies for managing the varying requirements of the customers.
- ✓ Entrusted with the responsibility by the senior management for setting up the Marketing Merchandising for "Men's Division".
- ✓ Developed Sri Lanka as global sourcing initiative & consistently delivered on time shipments from the region.
- ✓ Awarded as best PCD met rate achiever.
- ✓ Coordinated for the firm's ERP software development program "MOVEX" on SCM & team training after launch.

• ***GUEST HANDLING - PVH, H&M, TARGET, PRL, C&A, DUNNE'S, SEAR'S, JCP, DETSKY MIR, S&S, M&S, NEXT, ECI, MAYORAL, MISTER LADY, MANGO, BENETTON, TARGET (AUSTRALIA).***

• ***CATEGORY HANDLING - Ladies - Basic & Fashion (Top's/Dresses/Bottoms) - Light Weight Fabric/Denim/Non-Denim & Knits , Men's (Shirts/Bottoms) - Denim/Non-Denim & Knits & Kid's (Bottom) - Denim.***

#### **SCHOLASTICS**

- ✓ Fashion Retail Operations (Corporate Program) | National Institute of Fashion Technology (NIFT), New Delhi, India, 2009
- ✓ MBA (Marketing & Export Management) | National Institute Of Management, India, 2004
- ✓ Diploma in Export Management | FTDC, New Delhi, India, 2000
- ✓ Diploma in Fashion Designing | International Institute of Fashion Technology, New Delhi, India, 2000
- ✓ BA (English) | Bundelkhand University, India, 1999

#### **IT SKILLS**

- ✓ MS Office Tools covering MS-Word, MS-Excel and MS-PowerPoint
- ✓ Training & Guiding Team on values of ERP system for PLM, SCM & SRM

#### **PERSONAL DOSSIER**

**Date of Birth** : Dec 10, 1978  
**Languages Known** : English, Hindi & Bangla  
**Nationality** : Indian

**REFERENCES AVAILABLE UPON REQUEST**