**Ivan Ivanov**

**Supply Chain Director | Logistics Head | Planning and Production Head**

Moscow │1111111@bk.ru

**CORE COMPETENCIES**

∙ Logistics Operation ∙ Product contractor manufacturing ∙ People management

∙ Demand/Supply planning ∙ Product localization/transfer ∙ Project Management

∙ Customs Clearance ∙ Local Producers market research ∙ Facilities expansion

∙ S&OP process ownership ∙ Manufacturing Site management ∙ Crises Management

∙ Transportation ∙ RCCP (capacity long term planning) ∙ Initiatives/New Launches

**CAREER PATH SUMMARY**

Experienced Supply chain, logistics, planning and production professional in FMCG and Pharmaceutical sector with Company & Company and Company 2P & Company 2.

My experience is based on a number of successfully initiated and executed projects with production localizations, strategy development & alignment in: W/H-ing, production, delivering SCh KPIs and EDI start up and logistics cost optimization.

Having excellent expertise in up to 1000 employees staff management, I strongly believe in close work of the team of employees who think alike and create great things for the Employer and Society.



**CAREER PROGRESSION & ACHIEVEMENTS**

**Company &Company**, Consumers, OTC Pharma and FMCG (Hair Care, Personal Care, Women’s Care) goods.

Supply Chain Director J&J RU, UA, CIS markets. 05.2014 - present 

Main achievements:

In Logistics/Order management area:

* Led Pharma Product Serialization project preparation stage
* Implemented EDI: Electr. Data Exch. Implementation with Key Accounts/Retailers
* TMS (Transportation Management System) start up: electronical platform for forwarders selection
* Pooling start up: combined shipment deliveries of small orders to Key Accounts
* Customs Clearance cost improvement: one declaration for several invoices in one truck
* Cost improvement project: Pallets Height increase from local production
* Closing/Opening new W/Hs
* KPIs delivery (on target)

In Supply/Demand:

* Significant improvement of collaboration & transparency with headquarter Supply/Demand teams
* Achieved Russian country/cluster Supply prioritization vs other countries/clusters Supply in Europe
* Cost improvement project/lead time decrease: direct deliveries from French plant start up
* Lead time decrease: Delivery under Quarantine process start up (under QA block) from Italy
* Foreign Suppliers collaboration improvement due to streamline the communication flow
* Planning KPIs improvement

In Local Manufacturing/Contractor Manufacturing:

* Decrease local manufacturing cost by leading negotiations with sourcing site
* Cost optimization: drove CAPEX (investments) into tank storage/start bulk delivery
* Entrepreneurial service fee elimination: move contractor manufacturing to “pure buy” process
* Local Product manufacturing sites and R&PM producers market investigation and new suppliers start up
* Expansion of locally produced existing brands (LPM, Johnson Baby)
* Justification the breakthrough project for JNJ
* Lead selection process for OTC Pharma product local manufacturing (source identified)

EmploEmpJune’10 –

**Company company**, Company affiliate, Hair Care products

Supply Chain Director in P&G for Russian market May’10 - May’14

Main achievements:

* Start up the S&OP process from scratch
* Implemented standard transportation bidding process
* Improved WELLA internal process due to reapplication of best practices from other P&G affiliates
* Cost tracking transparency with 3pl provider introduction with further cost decrease
* Changed transportation payment process from “pay for truck” to “pay per address/route”
* Start of KPI tracking like UFR, Accuracy….
* Staff structure revision (R&R), low performers replacement with further investments into HiPo
* Set up people rotation plan with other P&G businesses/affiliates
* Closing the non-beneficial projects driven by predecessor. Put focus for the team on main tasks

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**Company &Company2**, FMCG goods: Household, Hair Care, Personal Care, Baby Care, Women’s Care categories.

WH-ing Director (Distribution Center), Procter & Gamble Sep’07-May’10

Main achievements:

* Outsource low skilled job: movement of 600 employee under outsourcing company responsibility
* 40% of Staff optimized (from 1000 down to 600) via managing communication to the shifts, work out the exit procedures, “Unions” negotiations. DC was rewarded as benchmark in terms of cost.
* Startup of Customs Bonded W/H
* Duties decrease: collaboration work with Broker on product reclassification process based on TNWED codes change
* Transportation throughput increase/cost improvement by 15%: introduction in goods flow from production to DC the “non-standard” trucks with 40 pallets capacity instead of 33. Traffic flow redesign at the plan area. “out of the box” thinking
* Startup of RTCIS (scanning system) in orders pick area
* Optimized W/H storage area (ABC analyses with priority products placement redesign)
* Construction and start up the new FG storage terminal (10K pallets spot)
* Justification the Land purchasing for future capacity expansion
* Increase the staging area due to capacity limitation
* Opening and closing buffer W/H for peak seasons, management of buffer WH for goods movement
* Collaboration work with partners (KAs) and local security in product theft issue resolution, improvement was recorded and rewarded. ”out of the box” thinking
* Successful crises situation management: the main el. station and reserve one power cut off, stop shipments/business interruption avoidance
* Collaboration with Russian Railway management for CIS countries RW wagons delivery

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**Company &Company2**, FMCG goods: Household, Hair Care, Personal Care, Baby Care, Women’s Care categories.

Site Planning Director Feb’06- Aug ‘07

Main achievements:

* Min run implemented in production lines (Produce to Demand methodology)
* Cost focus: “on wheels” temporary storage process developed and implemented
* Several Suppliers crises situations managed
* Several cost improvement projects started with key suppliers
* Raw and Pack mat WH capacity expansion aligned, funds approved/invested
* Plant Logistics infrastructure redesigned (transportation flow)

**Company &Company2**, FMCG goods: Household, Baby Care, Women’s Care categories.

Process Engineer, Department Lead, Operations Director, Plant Director From July’95-Jan’06

Main achievements:

* Start up “Always” manufacturing from green field
* “Lenor” and “Mr Proper” products localization in Russia
* Implemented P&G system and process in acquired site in Ukraine (Safety, Quality, Reliability, Cost)
* Implemented Skills matrix/Skill Blocks for employee rotation and promotion around the plant
* Implemented 5S system with Progressive and Autonomous maintenance processes around the plant
* Capacity statement developed and funds approved/invested for further capacity increase in facility expansion, equipment purchasing and people training/qualification
* Leaders trained and qualified in P&G people management system



**EDUCATION AND QUALIFICATIONS**

* Chemical University named by Mendeleev: Engineer of Electricity
* High School of Economics: Logistics Courses
* ElogSO certification

**Additional trainings:**

* 5S system process training
* Quality Assurance 19 key elements
* Integrated Supply Chain
* Integrated Work System
* Initiative Management
* High Performance Organization

**Languages**

* English Fluent
* Russian Native