

Asutosh Pathak

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15+ years of leading cross-functional teams in supply chain - sourcing, material planning, logistics, digital deployment, technology support in aerospace & defense, robotic automation, utility, and consumer electronics industries.

— Key Qualifications —

- Managed data/ metric driven supply chain strategy including make/ buy/ where analysis and risk mitigation by collaborating with quality, engineering, customers, suppliers; which reduced spend by 2% & inventory by 8%.
 - Implemented an end-to-end sustainable supply chain solution including custom/ out of shelf IT planning/ metric builds driven by sustainability, performance, and cost reduction - Resulted in \$5M annual savings.
 - Managed digital products lifecycle for cross-functional multi-region programs by building credible relationships with engineering and business teams.
 - Expertise in Microsoft Office Suite 2010 - Visio, Word, PowerPoint, Excel; User of Tableau, ERP (Maximo, Oracle 12.3, SAP ECC/ HANA, Microsoft Dynamics), CRM (Sales Force & FSL), BI (OBIEE, SAP BI), PLM (Agile), JIRA & Demantra
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Professional Experience

National Grid (NG) – Waltham, MA

Business Lead/ Program Manager/ Project Manager/ Manager Planning & Systems, June, 2018 to date

Leading teams of architects, data, developer, tester, process resources to implement solutions including stakeholder management, leadership feedback management, and product lifecycle management.

- Led first ever field tech (unionized) and engineer focused digital solution POC - Approval of \$8.5M project in FY'24
- Co-lead for a Maximo/ Sales Force solution that will replace 22+ systems & 25+processes for 12K+ users.
- Supervised a team of 15 supply chain personnel: Achieved an 8% order fill rate imp., 6% inventory reduction.

Amazon Robotics – North Reading, MA

Manager Sales Inventory Operations, August, 2016 to June, 2018

Primary responsibilities included the supervision of a Demand Planning & Customer Service Team of 3 individuals. Forged new customer relations and improved S&OP process yielding more accurate, multi-year forecasting.

Selected Contributions:

- Redesigned inventory strategy using both hardware engineering/ maintenance based level optimization, and logistics/ commodity based positioning - led to reduction of the inventory required to support NPI products.

Vantiva (Previously CommScope, ARRIS and Pace Americas) – Boca Raton, FL

Senior Business Operations Manager, July, 2013 to August, 2016

Drove a global E2E electronic & electromechanical supply chain ecosystem including S&OP, forecasting, supply/ demand planning, and sourcing. Supervised 8 individuals including material managers, planners, & customer service.

Selected Contributions:

- Held direct responsibility over a \$500M contract manufacturing spend for Foxconn, Pegatron & Calcomp: Achieved greater than 98% on-time receipts, better than 99% material-to-plan, and minimized inventory.

Continued...

- Worked with category mgmt. and quality teams on critical components – Co-led supplier discussions on metrics, contracts, negotiations, tooling investments, risk mitigation, and quality improvements.
- Worked on finance, accounting, contracts and legal – Co-led annual program decision and change audits.
- Received accolades for customer service performance across program - AT&T, CenturyLink, among others.

ATC Aerospace – Pompano Beach, FL and West Chester, OH

Supply Chain Manager, October, 2010 to July, 2013

Oversaw \$21M supply chain ecosystem of electrical, mechanical & electromechanical products- Supervised up to 16 individuals including category buyers, supply planners, expeditors, plus the Warehouse Manager.

Selected Contributions:

- Increased the profit margin by 2%, the annual revenue by 10%, reduced the inventory requirements by 10% and trimmed the workforce necessary by 30%.
- Established an S&OP process to achieve a 99.1% service level in Ap-2013 and an average service level of 96.5%.
- Led the transition of operations from West Chester, Ohio to Pompano Beach, Florida, while simultaneously improving service levels

Oracle Corporation – Bangalore, India – Cairo, Egypt – Abu Dhabi, UAE

Principal Consultant, Supply Chain Management, September, 2008 to September, 2010

Provided supply chain solutions and consultations for multiple transformative ERP projects spanning several nations.

Selected Contributions:

- Served as the on-site lead over an Enterprise Resource Planning project for the Egypt Air Force and solutioned planning and management requirements crucial to the success of this endeavor.
- Drove the functional support for a MRO planning/repair for Etihad Airways E2E ERP project in Abu Dhabi, UAE.

Experience in global Sales & Operations with AAR Corporation of New York, Schneider National of Chicago, University of Minnesota, Metso Paper of India, Others in India and as an Entrepreneur, June 1998 to Summer 2007

Selected Contributions:

- AAR Corp, NY: Oversaw an MRO program with a two-month time limit which resulted in *\$2M additional revenue*.
- Schneider National, Chicago: Applied analytics to discover customer prospects with *benefits up to \$30MM*.
- Univ. of Minnesota, St Paul: Led market research as a PhD enrollee to introduce innovations to the paper industry.
- Metso Paper: Initiated the set-up of after-market sales business in India.
- Fibro Source, Servall Engineering, Indian Agro: Increased sales volume by 50%, completed projects for UN.
- Entrepreneur: Developed a business plan for a small size paper mill. Weak market conditions lead to cancellation.

Education and Honors

Master of Business Administration, Supply Chain Management
University of Wisconsin-Madison, Madison, WI, June 2007

Bachelor of Engineering

Indian Institute of Technology, Roorkee, India, June 1998

Certified "SAFe 5 Agilist", 2021

Awarded "Bright New Spark": Oracle Innovator for "Disconnected Maintenance Out-Of-Box-Solution", 2011