

# VENKATAKRISHNAN SANKAR

Country Supply Chain & Logistics Leader | Digital Transformation | Emerging Markets

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## EXECUTIVE SUMMARY

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Senior Supply Chain & Logistics leader with **15+ years** directing regulated, multi-country distribution operations for multinational technology OEMs across India, the Middle East, and West Africa. Trusted advisor to the EVP of a **\$100M business branch**, owning end-to-end in-country supply chain for 9 global OEM brands. Proven record of cost reduction (46% clearance, 62% freight), digital transformation (WMS, TMS, RPA, Power BI), and ESG-aligned execution. Expert in customs & trade compliance, bonded warehousing (XWH), and large-scale OEM distribution.

## CORE COMPETENCIES

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Supply Chain Management • Logistics & Distribution Planning • Customs & Trade Compliance • Bonded Warehousing (XWH) • CAPEX / OPEX Management

Vendor Management & Contract Negotiation • WMS / TMS • Digital Transformation • RPA (Power Automate) • Power BI / Tableau • ERP / SAP

ESG Execution • Cross-Functional Leadership • Multi-Country Operations • Risk & Compliance • Retail & OEM Distribution

## KEY ACHIEVEMENTS

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- **46% reduction** in per-shipment import clearance costs across 150+ annual shipments via XWH leverage and customs authority coordination
- **62% freight cost reduction** through competitive sourcing and structured multi-vendor negotiations
- **70% operational turnaround improvement** via enterprise RPA deployment using Microsoft Power Automate
- **20% annual savings** on vendor contracts and insurance agreements through renegotiation
- **100% inventory accuracy for 22 consecutive months** across VMI and DELL-owned stock (YCH Logistics, Chennai)
- **\$2M logistics efficiency gain** at YCH via streamlined outbound operations for DELL India
- **Contributed to ELCOT program** — rollout of 5.2M+ laptops to students across Tamil Nadu (DB Schenker)
- **Senegal's first TMS adoption** — route optimization and order clubbing driving carbon and cost reduction

## PROFESSIONAL EXPERIENCE

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### Assistant Manager – Supply Chain Management

Apr 2021 – Present

Redington Senegal SARL (Redington Group MEA) | Dakar, Senegal

- Own country-level SCM for 9 global OEM brands: **Samsung, Apple, HP, Lenovo, Motorola, Tecno, Nokia, Infinix, Alcatel**
- Report directly to EVP of the \$100M business branch; lead 20+ member team across Senegal with India HQ and Dubai hub coordination
- Deliver end-to-end logistics: import/export, customs clearance, bonded warehousing (XWH), inventory control, domestic distribution
- Own CAPEX, OPEX, budgeting, forecasting, and executive-facing performance dashboards
- Deployed WMS, Senegal's first TMS, and real-time Power BI KPI dashboards for supply chain visibility
- Implemented enterprise RPA via Microsoft Power Automate — 70% operational turnaround reduction
- Launched ESG program: solar hybrid inverter installation, paperless in-house portals, sustainable vendor alignment
- Integrated AI, IoT, and data analytics tools to improve process efficiency and customer satisfaction

### Senior Executive – Supply Chain Management

Apr 2017 – Mar 2021

Redington Senegal | Dakar, Senegal

- Managed country-wide SCM across inventory, importation, export, vendor, warehouse, risk, and reporting
- Coordinated customs clearance, duty calculation, and finance liaison for regulatory payments
- Governed vendor ecosystem (CHA, last-mile, security); managed contract renewals and SLA performance
- Built warehouse safety protocols, space optimization, and procedural controls
- Delivered consolidated reporting on import/export, local sales, logistics expense, and space utilization

### SCM Executive – Country SCM Operations

Oct 2014 – Mar 2017

Redington Senegal | Dakar, Senegal

- Established in-country SCM function; built vendor base, reporting infrastructure, and operating cadence from ground up
- Owned inventory flow, importation, domestic deliveries, and export across nascent operations
- Executed cost-effective procurement of warehouse equipment and infrastructure

### Executive – Inventory Control

Jul 2011 – Sep 2014

DB Schenker India Pvt. Ltd. | Chennai, India

- Managed pan-India distribution operations from the Chennai mother hub for **Lenovo** (laptops, desktops, mobiles, accessories) during high-growth scale-up
- Led inventory control and outbound distribution for **Timken Bearings** across industrial product lines
- Contributed to **ELCOT government laptop distribution program** — rollout of 5.2M+ laptops to students across Tamil Nadu
- Ensured SLA adherence, process compliance, and cross-functional coordination across multi-state delivery networks

### Officer – Inventory Control

May 2009 – Jun 2011

YCH Logistics (P) Ltd. | Sriperumbudur, Chennai, India

- Managed outbound warehouse and distribution operations for **DELL India** within a 250,000 sq. ft. facility with 25,000 pallet positions
- Executed cycle counts and inventory control for both Vendor Managed Inventory (VMI) and customer-owned stock
- **Achieved 100% inventory accuracy for 22 consecutive months** across VMI and DELL-owned inventory
- Delivered **\$2M logistics efficiency gain** via streamlined outbound operations supporting nationwide DELL distribution

### Quality Auditor

Apr 2006 – May 2009

Ninestars Information Technologies | Kanchipuram, India

- Conducted quality audit of vendor and in-house data entry operations for global e-publishing clients
- Established vendor quality control standards; received Quality Award for customer-aligned audit performance

## EDUCATION

**MBA – Logistics, Materials & Supply Chain Management** | University of Madras

Sep 2021 – Aug 2024

**B.Sc. – Computer Science** | University of Madras (First Class, 63.59%)

Jun 2006 – May 2009

## CERTIFICATIONS

Strategic Planning Foundations • Financial Modeling Foundations • Finding Your Leadership Purpose (Doug Conant) Careers in Supply Chain and Operations • Business Analysis: Essential Tools and Techniques  
IIT Kharagpur / Arriba Academy — Essentials of E-Commerce • Arriba Academy — Tableau BI (Intermediate)

## TECHNICAL SKILLS

**ERP & Operations:** SAP, Office 365, WMS, TMS    **Document Management:** SAP OpenText, OneDrive Cloud Storage

**Analytics & Automation:** Power BI, Power Apps, Power Automate, Tableau, Data Science & Analytics

## LANGUAGES

**Tamil** (Native) • **English** (Full Professional) • **French** (Professional Working) • **Telugu** (Limited Working)