

# Prakash Parthasarathy

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## SUMMARY

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Passionate and value driven Product Leader with international experience leading cross functional teams and a history of delivering successful products and strategy primarily in the Supply chain domain. Blend Supply chain skills with technology and analytical capabilities to deliver high quality products

## PROFESSIONAL EXPERIENCE - [Portfolio](#)

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### Senior Product Manager – Licious

Sep 2020 – Aug 2022

- Set up Product strategy and Road map for Supply Chain Planning Team
- Implemented product that enabled multiple dispatch through the day leading to increase in availability of products and reduction of wastage. ~2% reduction on wastage and 6% improvement in Live availability
- Built product that enabled customers to place orders based on virtual inventory at City level resulting in increase in confirmed orders. ~13 % increase in Confirmed orders for future date
- Improve availability to consumers by exposing inventory of in transit products for intercity/Intra city.
- Built a demand planning override manager along with event calendar that aids in generating accurate forecast at SKU level.
- Inter hub recommendation logic that rebalances inventory based on excess and shortage. Led to increase in product availability by 4%.

### Senior Manager – Inventory Planning, Flipkart Pvt Ltd

May 2018 - July 2020

- Manage the end to end inventory planning starting from demand validation, product selection, identifying right inventory policy, buying the right quantum in right warehouse and improving overall stock availability and customer experience.
- Managed categories such as Books, Personal Care, FMCG, Home improvement & Household

### Senior Supply Chain Analyst, JOHNSON & JOHNSON

Dec 2016 – Apr 2018

*Sales & Operations planning and Demand governance*

- Responsible for monitoring Supply Chain Key metrics of Baby Franchise for 15 Markets across APAC region.

*Advanced Analytics projects*

- NPI Consumption Velocity – Build statistical model to predict consumption velocity of new product launches that is successfully adopted by demand planning team to give accurate guidance for forecasting new product sales.
- Product Segmentation – Built a robust segmentation model that would aid in differentiated demand and supply planning policies for products by reducing Inventory and improve responsiveness without impacting service
- Distributor profiling – Analyzed the distributors by market based on parameters such as Service, lead time, Order frequency & Size that helped identify key distributors that needed focus for improvement.

### Team Lead (India | US), ACCENTURE

Nov 2013 – Dec 2015

- Led a team of 5 as an On-Shore Lead, to deliver a successful Go-Live of replenishment planning module for one of the largest pharmaceutical company in U.S.
- Delivered business users training on the customized replenishment planning solution to over 40 users across EMEA and U.S. securing deal worth ~\$500K in multi-year revenues.

### Senior Consultant, CAPGEMINI

Oct 2012-Oct 2013

- Reengineered a U.S. based retail giant's demand planning process that improved forecast accuracy by 20%.

### Product Consultant (India | U.S), JDA Software Inc.

Jul 2008-Sep 2012

- Designed & implemented custom 'Retail Channel Management' solution for Fortune 50 client resulting 8% increase in in-stock percentage and 15 % increase in revenue.
- Designed a best in class KPI and analytic reporting suite to address areas such as channel inventory, store level in-stock percentages, lost sales and inventory aging.
- Implemented a customized demand and supply planning Product for 2nd largest telecommunication company in U.S. Used innovative design that reduced planning time and effort & reduced number of SKUs to be planned by 45%.
- Designed a Product Solution to include customer returns as part of supply planning by incorporating 'Screen and Clean' lead times and fallout percentages thereby reducing the overstocked locations by 30%.

## EDUCATION

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### CAREER ACCELERATOR PROGRAM – PRODUCT MANAGEMENT – UPRAISED

Jul 2022 – Oct 2022

#### S.P JAIN INSTITUTE OF MANAGEMENT & RESEARCH

Master of Business Administration (M.B.A), Operations Management

- Organizing member of Speak Up Club, Public speaking club at SPJIMR

Mumbai, India

Oct 2015-Dec 2016

#### ELI BROAD SCHOOL OF BUSINESS

Integrated Supply Chain Management

- Advanced course in Supply Chain Management

Michigan, U.S.A

Jul 2016-Aug 2016

#### BIRLA INSTITUTE OF TECHNOLOGY AND SCIENCE(BITS-Pilani)

B.E. (Hons.) Mechanical Engineering

Pilani, Rajasthan

Aug 2004-May 2008

## ADDITIONAL INFORMATION

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### Awards and Achievements

- Certified Demand planner Level 1 and 2 and Fulfillment Analyst Level 1 by JDA.
- 'Team Milestone' award for the contribution in DELL Retail channel management project.
- 'Best in Innovation' award for Retail Channel Management project by Supply Chain Real Results in 2011.
- 'Good Samaritan' award for mentoring and delivering a successful go live with a young team at Accenture
- 2 'Encore Bronze Awards' for delivering consistently to improvements in Baby Franchise at Johnson & Johnson

### Personal Interests

- Sports, Movies , Travel and Comedy