

RAMKUMAR S.

Supply Chain & Logistics Strategist • Business Operations Leader • Educator in Operations Management

Supply Chain Consultant & Trainer | Professor, Firebird Institute of Research and Management, Coimbatore

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PROFILE SUMMARY

Ramkumar S. is a supply chain and logistics leader with over 40 years of experience in Strategic Planning, Profit Centre Management, Business Operations, Warehousing and Logistics Solutions, complemented by close to three decades of teaching and mentoring at leading management institutes.

He has exhibited prowess in heading new set-ups and diversifications, escalating business progressively across FMCG, automotive, electronics and third-party logistics organisations, and is an enterprising leader with proven dexterity in leading personnel towards accomplishment of common goals.

He currently serves as Supply Chain Consultant and Trainer, and Professor of Operations Management, at Firebird Institute of Research and Management, Coimbatore, bringing four decades of industry practice into the classroom.

CAREER PROFILE

Professor | Firebird Institute of Research and Management, Coimbatore

Chennai, India Jul 2022 – Present

- Serves as Professor at Firebird Institute of Research and Management, Coimbatore, in the area of Operations Management.
- Handles Supply Chain and Logistics training, both online and onsite, for industry and academic audiences.

Head – Customer Management | TVS Supply Chain Solutions Ltd., Chennai

Chennai, India Sep 2009 – Mar 2012

- Managed designated strategic accounts and served as business lead for technology integration and upgradation projects in warehousing.
- Successfully developed new business accounts such as Hero MotoCorp and Daimler, and expanded existing accounts including Ford and Mahindra & Mahindra.

Head – Customer Management and Business Development | TVS Supply Chain Solutions Ltd., Chennai

Chennai, India Apr 2012 – Mar 2015

- Led an integration team that ensured the successful integration of acquired company DIESL (formerly part of Tata Group), helping TVS SCS diversify with a non-auto portfolio.

Vice President – Special Initiatives | TVS Supply Chain Solutions Ltd., Chennai

Chennai, India Apr 2015 – May 2018

- Delivered successful technology integration of the WMS Trace platform, and later Visibility, across key warehouses.

Consultant | TVS Supply Chain Solutions Ltd., Chennai

Chennai, India May 2018 – Dec 2021

- Ensured strong customer retention throughout the Customer Management role, sustaining relationships built across more than a decade with the organisation.

Head – Supply Chain (Electronics and Furniture Division) | Future Logistic Solutions Ltd., Mumbai

Mumbai, India Jun 2008 – Sep 2009

- Supervised the supply chain network of the home vertical, including electronics and furniture.
- Proactively devised a clear framework for inventory and storage planning for the furniture vertical.

Operations Director (FMCG) | Linfox Logistics, Chennai

Chennai, India Aug 2007 – Jun 2008

- Oversaw the entire gamut of tasks including KPIs, safety, productivity standards and profitability for Hindustan Unilever Ltd. operations.
- Successfully managed 4 large modern warehouses at Chennai, Hubli, Ghaziabad and Khanna (Ludhiana).

General Manager (Regional Head) / Director – Relogistics India (P) Ltd. | Reliance Logistics, Chennai

Chennai, India Jan 2004 – Aug 2007

- Functioned as a Board Member of Relogistics India, the execution arm of logistics contracts.
- Managed the transportation, warehousing and parcel delivery businesses in South India, successfully handling a logistics business worth INR 900 million, comprising both Reliance Group business (40%) and other clients (60%).
- Effectively led a team of 500 employees and 100 contractual labour.

Country Head (Marketing) | Sembcorp Logistics (I) Pvt. Ltd., Chennai

Chennai, India Dec 2000 – Dec 2003

Senior Vice President | Apple Credit Corporation, Chennai

Chennai, India Jan 1996 – Nov 2000

Marketing Manager | Vadilal, Mumbai

Mumbai, India Jan 1992 – Dec 1995

Area Sales Manager | Britannia Industries Ltd., Chennai

Chennai, India Apr 1986 – Dec 1991

Brand Manager | Pond's (India) Limited, Chennai

Chennai, India Apr 1983 – Mar 1986

TEACHING AND TRAINING EXPERIENCE

- Taught at LIBA (1996–1999) for the 3-year MBA course for working professionals, covering Market Research, Consumer Behavior and Project Guidance.
- Taught at NIT Trichy and DOMS, Madras University (1995–1999) for their MBA course, covering Market Research and Project Guidance.
- Handled Supply Chain and Logistics training, both online and onsite, since January 2022.
- Delivered Supply Chain training at Sembcorp Logistics (2002–03) and multiple training sessions for new entrants at TVS Supply Chain Solutions Ltd. (2012–14).

CORE COMPETENCIES & EDUCATION

CORE COMPETENCIES

- Design, planning and execution of solutions for digitisation of supply chain.
- Hands-on experience in Warehouse Management Systems and Transportation Management Systems.
- Streamlining systems and procedures for effective inventory control and increasing fill rates.
- Effective program management for transformation projects.
- Mentoring and training executives in the supply chain domain.

EDUCATION

- PGDM — IIM Ahmedabad, Jun 1981 – Mar 1983 (Awarded Gold Medal for Scholastic Performance)
- B.Tech. (Mechanical Engineering) — IIT Chennai (Madras), Jul 1976 – May 1981
- Executive Certificate in Management Program — Ross School of Business, University of Michigan, 2012–14 (sponsored by TVS SCS; combination of classroom courses and live projects)
- ISO Lead Auditor