

Rajesh Kalra

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I superannuated on 31 Jan 2021 after completing 39 Years long exciting and memorable stint with M/s Sun Pharmaceutical Industries Ltd / erstwhile Ranbaxy Laboratories Ltd. I was heading packaging material procurement as a Senior General Manager Procurement based in Mumbai at the time of retirement. Now I have started working as Freelance Consultant with my expertise in Sourcing, cost effective alternate source development, Identifying and Implementation of Cost saving projects, Vendor Management, Strategic Planning, Negotiation, Cost Optimization, Process Improvement, Inventory management to improve GWC.

My area of Expertise:-

- Development of Innovative, Novel, Cost effective, Sustainable & Regulatory compliant packaging meeting highest quality standards. Developed patented dual chamber container closure system for Dry oral suspension for patient convenience / enhanced quality / accuracy.
- Sourcing expertise in all types of packaging materials for pharmaceutical / FMCG products. Proficient in developing cost effective vendors for procuring Packaging Materials and managing large inventories.
- Cost optimization and Sustainability have emerged as the biggest trends in Packaging. It is a continuous, business focused discipline aimed at driving, spending and reducing costs, while maximizing business value. I follow the strategy to identify the impact on cost and implement sustainable measures like Standardizing, Simplifying and Rationalizing levers and processes at the time of initial development stage and while obtaining the best pricing and terms for all business purchases. It establishes a scientific baseline of cost for each component of a product. Simplified packaging creates sustainable cost savings.
- Cost Improvement on existing packaging by exploring through various levers such as Substitution, Replacement, developing alternate cost-effective sources, Rationalization.
- Vendor Development, Identified and developed cost effective vendors so as to comply with the service and quality requirements of the business
- Budgeting exercise and fixation of Standard prices for the year. Exercised price control and generated cost savings so as to keep the operations cost low.
- Inventory Reduction: Reduced inventories by providing materials just on time to attain improved working capital efficiency. Salvaging of Non-Moving inventories.
- Vendor Managed inventory of unprinted bulky packaging Materials. JIT delivery of Shippers directly to Shop floors only for Shift requirement and Nil inventory in warehouse and it is still working well from last 2 decades in Dewas Plant.
- Quarterly analysis of unused material of previous quarter for timely liquidation / disposals to improve inventory freshness index.
- Well versed with SAP ERP / SAP HANA systems.

Services Offered :-

- Cost Optimization
- Cost Improvement
- Business development support
- Cost effective Vendor Development
- Improve Inventory freshness index
- Salvaging / Liquidation of Non-Moving Inventory.