

Pratish Nair

Kuala Lumpur • +60172446706 • pratish.00@gmail.com

Head Supply Chain and Commercial/SIAT Group – Nigeria

Experienced supply chain professional with a proven track record of optimizing operations, reducing costs, and enhancing efficiency. Skilled in demand forecasting, process improvement, logistics operations, and vendor negotiation. Strong background in supply chain management, procurement, and logistics across various industries.

WORK EXPERIENCE

SIAT Group – Nigeria • Nigeria • 09/2022 – Present

Head Supply Chain and Commercial

- Directed and optimized the entire supply chain and commercial functions, achieving a 15% reduction in operational costs.
- Formulated and executed strategies to enhance supply chain efficiency, resulting in a 40% improvement in delivery times.
- Partnered with internal teams to align supply chain needs with organizational goals, translating requirements into actionable initiatives that increased throughput by 30%.
- Evaluated and secured partnerships with over 30 suppliers, successfully negotiating contracts that reduced procurement expenses by 12%.

PZ Wilmar International – Nigeria • Nigeria • 10/2021 – 08/2022

Head of Purchase, Procurement and Logistics

- Overhauled procurement operations, resulting in a \$45 million USD annual purchase volume and a 10% reduction in lead time.
- Achieved \$375,000 in cost savings over six months by transitioning from unplanned purchases to bulk orders and implementing material planning with cross-departmental collaboration.
- Enhanced vendor oversight through regular spot checks, reducing price variations by 8% and ensuring adherence to market trends.
- Strictly enforced company policies and standard operating procedures (SOPs), resulting in 100% compliance across procurement activities.

Golden Veroleum Liberia (SINARMAS) • Liberia • 09/2018 – 08/2021

Deputy General Manager – Procurement/heavy machinery and Logistics

- Orchestrated an annual procurement budget of 30 million USD for bulk fertilizer (18,000+ MT) and critical materials, ensuring timely delivery and cost-efficiency across all farm locations.
- Executed the procurement of heavy machinery, vehicles, and spare parts, coordinating with workshop managers to streamline import shipments and maintain operational readiness.

- Mentored and enacted a global supplier selection strategy, consolidating spend bases and negotiating contracts that resulted in significant cost savings and enhanced supplier performance.

OLAM INTERNATIONAL – Gabon • Gabon • 12/2014 – 08/2018

Director Supply Chain

- Supervised \$60 million in annual purchases across 12,000 SKUs, overseeing logistics for 3,500 containers and 600 air freights to support 11 remote plantations in Gabon.
- Fulfilled 450 heavy machines, including bulldozers and excavators, to Gabon, executing logistics operations from vessel discharge to final delivery, ensuring minimal downtime for plantation operations.
- Eliminated \$1 million in excess stock by implementing interplant stock management and distribution, optimizing inventory levels across multiple locations.

HEINEKEN N.V INTL – Nigeria • Nigeria • 10/2007 – 11/2014

Supply Chain Development Manager

- Spearheaded purchasing and inventory management for heavy machinery and materials, optimizing operations and reducing Reduced sourcing costs by 15 annually through strategic negotiations and process improvements.
- Successfully administered in-house transport logistics, achieving a 98% on-time delivery rate and improving loading efficiency by 20%.
- Boosted warehouse efficiency by implementing FIFO storage systems, resulting in a 25% reduction in stock discrepancies during physical audits across Nigerian warehouses.

Group Logistics Manager

- Upgraded inbound and outbound logistics operations, optimizing supply chain efficiency, and reducing transportation costs by 15% across multiple regions.
- Successfully implemented warehouse protocols at all breweries, leading to a 25% expansion of storage space and enhancing inventory precision by 30%.
- Tracked and analyzed the movement of goods across depots in PAN Nigeria, resulting in a 10% reduction in delivery time and a 12% improvement in order fulfillment rates.

Purchasing and Materials Planning Manager

- Procured Local and Import Materials: Managed the purchasing of over 10,000 SKUs, including raw and production materials, heavy vehicles, and machinery spare parts, reducing procurement costs by 15% annually.
- Optimized Material Planning: Developed and implemented material requirement plans, ensuring 98% on-time availability aligned with production and sales targets, minimizing stockouts.
- Established New Procurement Division: Set up a new Procurement division, staffed predominantly by African nationals, introduced systems, training, and KPIs, leading to a 25% increase in procurement efficiency within the first year.

EDUCATION

Diploma in Computer Software & Programming

NCIT

Matric

Marol Education High School

Graduate in Commerce

University of Mumbai • GPA: First Class

MBA in Marketing & Finance

National Institute of Management

SKILLS

Cost Reduction, Demand Forecasting, Inventory Mgmt., Logistics Ops, Process Improvement, SAP, Supplier Mgmt., Supply Chain, Vendor Negotiation