

ASHWINI NAGARE

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DIGITAL SUPPLY CHAIN & PLANNING TRANSFORMATION LEADER

S&OP | Demand & Supply Planning | Kinaxis | SAP APO/ECC/HANA | DRP | Inventory Optimization | Planning Analytics

PROFESSIONAL SUMMARY

Supply chain and planning transformation professional with ~8 years' experience across Pharma and Energy, specializing in S&OP, demand planning, DRP, inventory optimization, planning-system implementation, master-data governance and analytics-led process improvement. Currently managing a **\$121M US Generics portfolio** spanning 157 SKUs and driving **Kinaxis Demand Planning** implementation across **4 markets, 16 lines of business and 11 modules**. Delivered forecast accuracy improvement from 67% to 72%, \$4.38M working-capital release, resolution of a \$3M DRP discrepancy and elimination of ~\$1M/year in erroneous SAP sales reporting.

CORE CAPABILITIES

Planning & Transformation S&OP, Demand Planning, Supply Planning, DRP, Supply Network Planning, Forecast Accuracy, Inventory Optimization, Safety Stock, Shelf-Life Optimization	Digital Planning Systems Kinaxis Demand Planning, SAP APO/ECC/HANA, Forecast Pro Trac, Data Migration, SIT/UAT, Parallel Run, Master Data Governance
Analytics & Decision Support SQL, Python, Tableau, Advanced Excel, Forecasting, Scenario Analysis, Distributor Inventory, Secondary Sales, Executive Dashboards	Leadership & Governance Cross-functional Program Management, Change Management, Stakeholder Governance, Consultant Collaboration, Executive Reporting, Risk Mitigation

PROFESSIONAL EXPERIENCE

Sun Pharmaceutical Industries Limited | Mumbai | May 2025 – Present

Senior Manager — Global Supply Chain

US Generics Demand Planning, DRP & Inventory Transformation

- Managing demand planning for a **\$121M** US generics portfolio spanning **97 MTS SKUs and 50 MTO SKUs**, using distributor inventory, secondary sales and pharmacy-level demand signals to improve forecast accuracy from **67% to 72%**.
- Optimized minimum shelf-life norms across customer segments, improving supply sufficiency by **~9%** and strengthening customer-level serviceability.
- Developed a supplier-focused **shortage-prediction framework** by translating pharmacy-level demand into distributor-level projections, enabling proactive supply-risk interventions.
- Migrated Excel-based planning for an acquired US skincare business to **SAP APO/ECC**, improving governance, data consistency and system integration.
- Resolved a **\$3M DRP data discrepancy** by correcting master-data issues and implementing automated validation checks to prevent recurrence.
- Redesigned safety-stock logic, reducing inventory requirement by **~30 days** and releasing **\$4.38M** in working capital while supporting service objectives.
- Coordinating **launch readiness** and post-launch planning stabilization for a **newly onboarded MTO customer**.
- Eliminated **~\$1M/year** of erroneous sales reporting by identifying flawed multi-delivery logic in SAP reports and correcting reporting rules.

Kinaxis Demand Planning Implementation

- Drove end-to-end **Kinaxis Demand Planning** implementation across **4 markets, 16 lines of business and 11 modules**, supporting enterprise-wide digital planning transformation.
- Executed **30 market-approved key design decisions** across demand-planning workflows, aligning business requirements, future-state processes and system configuration.
- Owned **planning architecture** alignment, **data-migration** approach and testing strategy with **Accenture Strategy & Consulting**, ensuring design integrity and scalability.
- Led **SIT, UAT** and parallel-cycle execution, identifying and mitigating **~40 defects** before deployment to de-risk go-live and improve system stability.
- Acted as **single point of accountability** for demand-planning readiness across markets, coordinating business, technology and implementation stakeholders.

Assistant Manager — Operations, Maintenance & Inspection

S&OP, Operations Planning & Supply Chain Execution

- Selected as **1 of 50** employees from **~40,000** for IOCL’s merit-based study-leave program to pursue FT-MBA at IIM Ahmedabad
- Executed long-term forecast planning to identify capacity bottlenecks and proposed **~₹10 Cr** capital expenditure
- Partnered with sales teams on order management and new-launch ramp-up, contributing to **~10%** market-share improvement
- Improved inventory sufficiency by **~35%** through operational optimization and pump-alignment interventions
- Implemented **SAP-based material serialization** with real-time inventory analytics, reducing retrieval time by **~20%**

Digital Transformation, Automation & Business Excellence

- Deployed **automated SAP business reports**, enabling consolidated performance visibility for management decision-making.
- Automated **15+ operational workflows** using analytics, reducing process bottlenecks and generating recurring savings.
- Designed and executed **~₹5 Cr** revenue-budget forecasts using decision-tree-based planning, improving safety index by **3 points**.
- Led digital invoicing transformation, reducing truck waiting time by **~50%** and improving operational throughput.
- Streamlined invoice generation and permit workflows through digital approvals, reducing paper usage by **~60%**.

Strategic Projects, Cost Optimization & Stakeholder Leadership

- Managed **12 capital projects** worth **~₹11 Cr**, delivering overall project savings of **~₹32 lakhs**.
- Conducted scenario analysis and negotiated with **C-suite executives** at Mumbai Port Trust, reducing rental-arrear costs by **~70%**.
- Led a cross-functional task force of **33 workers**, managing plant operations with **zero operational downtime**.
- Secured the terminal’s inaugural **GreenCo certification** by partnering with consultants to advance Net-Zero objectives.

EDUCATION

Indian Institute of Management Ahmedabad

Indian Institute of Technology Gandhinagar

MBA / PGPM | 2024 – 2025 | CGPA: 3.53/4.33 | Top 10%

B.Tech, Electrical Engineering | 2014 – 2018

CERTIFICATIONS

Lean Six Sigma Black Belt, Henry Harvin | Demand Planning Professional Certificate, CSCMP | SQL for Data Science, IBM |

Prompt Engineering for ChatGPT, Vanderbilt University | Harvard ManageMentor, Harvard Business Publishing

SELECTED ACHIEVEMENTS

- Earned 4/5 performance rating in first year at Sun Pharma, ranking among the **top 10% of performers**.
- Awarded **Kinaxis Competency Star Award** for securing the highest Kinaxis Knowledge Quest score across markets with 97%.
- Received **Outstanding rating** for 3+ years, leading to **2 promotions in 5 years**.
- Elected **Academic Secretary**, PGPM Student Council, IIM Ahmedabad, as part of the first unified student constitution.
- Part of a **15-member cohort** from **200+ participants** for the Women Leadership Development Program at IIM Nagpur.
- Awarded **Chief Minister’s Scholarship** for ranking in the top one percentile in the State High School Board.