

ROUNAK DAS, MBA

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Department: B. Com (Evening)

Subject: Management

EDUCATION **Smeal College of Business at the Pennsylvania State University** **State College, PA, USA**
Master of Business Administration *August '11-May '13*

- Concentration: Finance, Supply Chain Management
- Beta Gamma Sigma – honour granted for exceptional academic performance
- Full merit scholarship recipient

Colgate University **Hamilton, NY, USA**
Bachelors Degree *August '05-May '09*

TEACHING EXPERIENCE

Pennsylvania State University Smeal College of Business **State College, Pennsylvania, USA**
August '11-May '13

- Taught ~300 undergraduate 4th year students “Analyzing Business and Industry”, a required senior year course
- Led weekly labs for business and industry simulation exercises using CAPSIM simulation technology
- Provided guidance for midterm “Simulation Analysis Report” and final paper to all students and graded student papers and provided feedback
- Mentored students during weekly office hours

INDUSTRY EXPERIENCE

Portable Electric **Vancouver, Canada**
Supply Chain Business Analyst *August '22-August '23*

- Updated demand forecasts monthly and led supply planning function with purchasing
- Collaborated with finance, quality, production and sales to initiate a robust S&OP process which improved visibility on operational and financial implications of changing market conditions and company priorities
- Actively managed the monthly inventory count process and helped reduce variances from over 30% to under 5%

Dyson **Toronto, Canada**
Volume Analyst *October '21-June '22*

- Supported the demand planning team on developing a constrained sales forecast for all SKUs
- Reported monthly sales actuals and helped the finance team report results
- Developed and updated daily an inventory availability report which helped the sales team allocate inventory to retail partners

Nelson Education**Toronto, Canada***Inventory Manager/Category Analyst**July'18-April'19*

- Forecasted demand and led production planning for over 2,000 SKUs of the apparel division to ensure >98% service level
- Directed production schedulers/operators on manufacturing priorities (embroidery and printing) – improved throughput to improve on time order fulfillment by 14%
- Negotiated improved supply and payment terms, communicated expedite requests and collaborated on capacity planning with domestic and overseas suppliers
- Prepared reports on shop floor productivity and overhead costs per unit manufactured which led to more efficient use of operators including less overtime and higher productivity

Path Study**Kolkata, India***Finance Manager**July'16-Jan'18*

- Prepared sales forecasts for different procedures and projected material requirements
- Led internal accounting and management reporting/MIS functions
- Prepared purchasing budgets and projected working capital needs

Bard Peripheral Vascular (CR Bard) – BD**Tempe, AZ, USA***Supply Chain Analyst II**March'15- April'16**Supply Chain Analyst**August'13-Feb'15*

- Led demand forecasting for over 2,000 SKUs across more than 10 product lines and improved forecast accuracy by over 18% in collaboration with sales and marketing
- Created a manufacturing and operations plan for the launch of the first FDA-approved drug coated balloon (Lutonix) in the U.S. for the treatment of Femoropopliteal Occlusive Disease; achieved 99.9% service level and optimized network inventory position
- Allocated inventory to distributors and partners and major customers such as leading hospitals; helped ensure adequate stocking with key customers
- Created supply plans to support demand and communicated them to multiple plants; improved fulfillment by over 20% across all SKUs
- Managed product phase-ins and phase-outs and reduced inventory obsolescence exposure by 24%
- Facilitated improved supply chain readiness including optimal raw material strategy, streamlined inbound logistics and better manufacturing agility to meet service and inventory targets
- Led Division operations budget process for 3 consecutive years which helped Division report comprehensive volumes to all plants and suppliers
- Cleared 200K backorder on key product line in an expeditious manner (less than 7 days) by working closely with production, logistics, customer service and distribution

Elder Pharmaceuticals Ltd.**Kolkata, India***Junior Finance Analyst**July'09-July'11*

- Led sales, profitability and break-even budget analysis of all divisions (total sales~ \$150 million) and presented to top management
- Devised strategy on pricing/margins, materials sourcing and product portfolio which helped improve net profit in line with management goals
- Performed inventory valuation and planning which led to better decision making and assessment of inventory obsolescence exposure
- Valued top brands (total sales ~\$33 million) and prepared projected income statements for presentation to investors which led to almost 10% increase in equity capital
- Reduced forecast error across 5 major product portfolios by >20% and helped increase fill rates through better supply planning in collaboration with procurement and manufacturing

SKILLS Management education, presentations, mentorship, supply chain management, S&OP, procurement, finance, budgeting, forecasting, cross-functional teamwork

Software: MS Excel, MS PowerPoint, MS Word, SPSS, ERP (NetSuite, JDE, SAP), MS Access, MS Project