



# Ecommerce Retail Supply Chain 2020: *Omni-Channel Enablement - must have for future*

**SPEAKER PROFILE**

24 - 28 August 2020  
CII Digital Conference Platform



Session I: 24 August 2020

INTRODUCTORY SESSION

# Nitin Vyas



- **Mr Nitin Vyas is the Managing Director & CEO of Beumer India Pvt Ltd. He has been working in the leadership position of BEUMER Group's India subsidiaries. During the last 8 years, have been able to get BEUMER India diversify from single product and single Industry (Cement) to all the active business segments of BEUMER Group globally both in Bulk as well as Discrete material handling with market leadership position in Airports, Logistics and Cement Packing Plant business. Have been pioneer in introducing India's first high speed loop sortation systems in 2007-08 for Airport's Baggage Handling System with involvement in implementing all the loop sorters in Indian market since then and in 2016 was instrumental in first loop sorter in India for Organized Retail's Distribution Center.**



# Himanshu Jain



- **Mr Himanshu Jain serves as president, APAC since October 2018. In this role, he leads professional market sector organizations across Asia Pacific and China. Mr Himanshu is a 15-year veteran of Diversey and has held several progressive leadership roles. He joined JohnsonDiversey India in 2003 to lead the food hygiene business. His accomplishments include leading the Philippines operations to become most profitable in the region in 2007. Mr Himanshu also led the post-merger business integration for India when Diversey was acquired by Sealed Air. Prior to joining Diversey, he worked with ExxonMobil and Unilever India.**

# Manish Saigal



- **Mr Manish Saigal is the Managing Director with Alvarez & Marsal and he heads the Logistics practice for the firm in South East Asia including India. He has as over 20 years of experience in management consulting, policy review and M&A in the Indian transport & logistics sector. He has done extensive level of work in various segments within transport infrastructure and logistics services including express distribution, e-commerce logistics, freight forwarding, multimodal logistics, contract logistics & 3PL, warehousing, port infrastructure, port & inland terminals, cold chain, to name a few. Over the last few years, he has advised several international and domestic logistics players and leading Private Equity houses on various strategic, operational and investment related matters in e-commerce logistics space.**

# P V Sheshadri



- **Mr P V Sheshadri is the CEO - Supply Chain India Subcontinent, DP World. He has close to three decades of experience in Supply Chain and a proven leader in the Sector. He has been associated with the 'Supply Chain' function of various industry verticals in the country for the last 29 years and has contributed to the development and growth of this function at various stages of its evolution.**

# Vineet Majgaonkar



- **Mr Vineet Majgaonkar is currently the Chairman of Armstrong Machine Builders. He is known as a prominent innovator and senior leader in the intralogistics automation industry. He has been in this complex and hi-tech automation industry for 27 years including 20 years of Armstrong and 2 years of senior leadership on a German board.**



Session II: 25 August 2020

Omni Channel Enablement



# Sudeep Mehrotra



- **Mr Sudeep Mehrotra is the Senior Director at Alvarez and Marsal. He has around 15 years of experience in assessment and performance of businesses in logistics and transport industry. He also has rich exposure across the value chain and functions including strategy, business development, projects and finance.**

# Suresh Parameshwaran



- **Mr Suresh Parameshwaran is the Co-founder of FreshtoHome.com. Fresh to Home is an online marketplace for fresh fish and livestock produce that sources products directly from farmers and supplies them to customers at the wet market rates. By going straight to the source and eliminating middlemen, Fresh to home benefits farmers. It also allows the product to be sold at mass prices, thus benefiting consumers too.**

# Gurpreet Singh



- **Mr Gurpreet Singh is the Co-founder at Browntape.com. He has 8+ years of experience in leading key web initiatives for national and international clients. He has built a focused team of web professionals and a company with sound finances. He has successfully started & grown relationships with multi-billion-dollar organization over many years. He is good at deeply understanding a business problems and conceptualizing web and technology solutions for them. He has led a team of high impact web professionals including user experience designers, technologists and delivery managers. His specialties are Online product strategy, user experience design, web technologies, Internet marketing and building a conducive culture.**

# Naveen Rawat



- **Mr Naveen Rawat is currently the Director at Holisol Logistics. He has 22+ years of industry experience, and his expertise is in designing fulfilment solutions for multi-channel retail. He drives innovation and is responsible for building new capabilities in Holisol. He has previously worked as Head – Contract Logistics with APL Logistics for their India operations.**



# Anay Shukla



- **Mr Anay Shukla is currently the Vice President at Logos India. He is an enterprising and result-oriented executive with strong domestic and global experience of over 17 years in Commercial & Supply Chain Management leadership roles, including P&L roles. He has proven track record in General Management, Business Development, Strategic Marketing, Service Delivery, Business Transformations and Consulting.**

# Shyam Sundar



- **Mr Shyam Sundar is currently the Vice President at Alvarez and Marsal. He has been a management consultant with 5+ years of consulting experience across Logistics, Engineering Goods, Metals, Consumer and Retail and 4 years of operations experience in aviation. He has experience in delivering sales & profitability improvement assignments and commercial due diligences for global corporate houses, global PE clients and their portfolio companies.**



Session III: 26 August 2020  
Ecommerce - Increasing  
share in Market Pie

# Rishav Jain



- **Mr Rishav Jain is currently the Senior Director at Alvarez and Marsal. He leads the Consumer, Retail and Agribusiness sector for A&M in India, with deep experience across segments in South Asia and South East Asia. His expertise spans across business advisory to large & mid-size corporate clients and pre-deal (commercial and business due diligence) and post-deal advisory (performance improvement) for Private Equity / Corporate Clients.**



# Reuben Pandian



- **Mr Reuben Pandian is currently the Co Founder and COO of Cutting Chai Technologies. He is an accomplished Leader with 25 years of diverse experience across functions in Retail, E- Commerce, Omni-channel and FMCG space who has delivered success in Brand building, private label programs and Innovation. He is a Passionate marketer who continuously re imagines systems and processes to deliver an integrated customer experience. He brings deep industry understanding combined with an extensive background in marketing, operations, merchandising and e commerce.**

# Seshu Kumar



- **Mr Seshu Kumar is currently the National Head – Buying & Merchandising at Big Basket. He is an experienced professional with a demonstrated history of working in the retail industry. Skilled in Retail, E-commerce, General Management , Buying , Merchandising and Category Management. Prior to this, he was working as Business Head – Retailing at ITC Limited.**

# Harshal Bhoi



- **Mr Harshal Bhoi is the Senior VP & Business Head of Xpressbees. He is a senior sales leader and logistics business strategist with a career of 20+years experience chronicled in the "Logistics Industry" in diverse geographical locations. His core competencies are in Operations Management/ Supply Chain / Sales / Business Development/ E-Commerce. Sales & Supply Chain have always been his area of expertise. He has developed the strategy and road map for the organization business operations thereby establishing key relationships in target markets leading to enhanced revenue generation and market dominance. He has been instrumental in building, managing start ups getting them to a break even point through his all-round capability of driving performances in multiple functions at a senior leadership level. As a leader, he believes in fostering a culture of creativity, change management and thought leadership with a focus at improving the processes and progressiveness of his people.**

# Shishir Gupta



- **Mr Shishir Gupta is currently the Head – Omnichannel at Arvind Fashions Limited. Retail and e-commerce leader with proven abilities of driving digital transformation, managing P&L, building high performance teams, creating seamless customer experiences, managing CXO relationships, and driving critical cross-functional projects.**



# Kaustabh Chakraborty




- **Mr Kaustabh Chakraborty is currently working as Merchant Lead at Dunzo. He is a seasoned leader with 13+ years of varied experiences across enterprise, consumer tech and B2B tech. He was a founding team member of Urbanladder, which has over the years become a leading home furniture and furnishings brand in India. Over 7 years at urbanladder, he built an efficient last mile delivery, logistics network and customer service team to deliver fantastic customer experience across the country.**

# Dr Anita Kumar



- **Dr Anita Kumar is the Director of CII School of Logistics. She holds M.Sc. (International Marketing) from University of Strathclyde, UK and PhD in Supply Chain Management from University College Cork, Ireland. She has more than eight years' experience of teaching supply chain and international business courses in the sectoral and functional MBA, M.Sc. and PhD programs in the advanced and emerging economies. Prior to joining Coventry Business School, she was Program Chair - Operations and Supply Chain Management at the Bridge School of Management. She is the recipient of Lauritzson Research Fellowship, Ireland and Commonwealth Scholarship UK.**



Session IV: 27 August 2020  
What is needed to succeed  
in the new normal

# Sridhar Venkiteswaran



- **Mr Sridhar is currently the CEO of Avalon Consulting. Mr Sridhar has over twenty years of experience as a management consultant, working with clients in India and the Middle East on strategy and performance related engagements across businesses in the manufacturing and services sectors, with particular focus on automotive and automotive components, healthcare and pharmaceuticals, chemicals and business to business services. He has built lasting relationships with clients through successful engagements that have delivered substantial value. He has provided and helped implement solutions in areas of business strategy, performance improvement, supply chain optimisation, partner identification and sales & marketing.**

# R Shankar



- **Mr R Shankar is the Group CEO for India business of TVS Supply Chain Solutions Limited. In this role, he is responsible for managing P&L of India region for TVS SCS and its Joint ventures. TVS SCS is a \$1B organization and in India TVS SCS is one of the largest integrated supply chain and logistics services provider with revenue of over INR 2000 Cr. Mr Shankar has led TVS SCS for several years and has been instrumental in driving both organic and inorganic growth for the business. He has over 30 years of experience working with leading Automobile and Engineering companies in India. Mr Shankar's experience spans functions such as Product Planning, Marketing and Branding, Supply Chain and Logistics, Business Development, and Corporate Affairs including Legal and Government Affairs. His experience ranges from managing P&L in high growth organization to high impact stints in during B2B & B2C Sales & Marketing across environments.**

# Firoze Hussain



- **Mr Firoze Hussain is currently the Chief Security Officer at Delhivery. Forward thinking and energetic Industry leader currently engaged in E commerce logistics with diverse experience of 30+ years in change management, quality leadership, double digit growth and strategies. He is former Superintendent of Police from Pondicherry with expertise in trafficking investigation, drug enforcement, electronic surveillance ,fraud and risk analytics and financial frauds.**



# Tanmay Saksena



- **Mr Tanmay Saksena is the Chief Operating Officer at 1mg, which is India's largest digital health platform offering a wide range of health care services. Prior to 1mg, he has worked in global and national roles leading teams at Zomato, Disney, Playdom, Unilever etc. He has a bachelor's degree from IIT Kanpur and an MBA from Stanford University Graduate School of Business.**

# Ponraj Periswami



- **Mr Ponraj Periswami Joined Wahl India Grooming Products Pvt Ltd in 2018 as Head of Supply Chain Management. He has 19 years of experience in Supply Chain Management across diversified industries like Mahindra & Mahindra , Johnson Diversey , Zicom Electronic security systems , Sika India Pvt, Pepsico India , RK Foodland , Cole Parmer India (Part of Thermo Fisher Scientific) & Wahl India part of Wahl Clipper corporation – USA.**

# Mani Bhushan



- **Mr Mani Bhushan is currently working as Business Head – Ecommerce and Surface at Blue Dart. He has over 17 years of experience in Supply Chain, Logistics, Operations and Customer Service in Retail, FMCG and E-commerce. Prior to this, he has worked in Homeshop18, LOreal India, Spencers Retail to name a few.**

# Umesh Joshi



- **Mr Umesh Joshi is currently the Associate Director - Supply Chain of Perfetti Van Melle. Mr Joshi has 20+ Years experience in FMCG, Consumer goods and Auto E2E Supply Chain. He has experience in handling customer service, CFA, Warehousing management, implementation of best SCM processes across value chain and drive S&OP, Lean manufacturing and IE processes implementation.**



Session V: 28 August 2020  
Success Stories of the recent Past

# A M Visvanathan



- **Mr A M Visvanathan is the Executive Vice President & Business Head – Godrej Storage Solutions. He is with Godrej group for the last four decades. He is an alumna of XLRI and College of Engineering, Guindy.**



# Sarvartha Kanchan



- **Mr Sarvartha Kanchan is currently the Vice President – SCM at Snapdeal. A professional with 16 years of deep expertise in digital transformation, omni-channel retail platform, logistics, distribution network and manufacturing supply chain. He has built sustainable and scalable technology-oriented business solutions for long term competitive advantage and customer experience. Also have built, and worked in, functions like product development, business design with control systems and business strategy, customer service, supply chain distribution network, warehousing, manufacturing, process engineering, quality assurance, vendor development, in pursuit to maximize customer value.**

# Suresh Dalai



- **Mr Suresh Dalai is currently the Senior Director at Alvarez and Marsal. He has led and executed transformations within retail and consumer companies for 20+ years. He have a passion for building cross-cultural and cross-functional teams, developing new capabilities, and implementing operational excellence in fast-changing consumer environments. He has deep experience operating in Greater China, Singapore, Indonesia, India, and the U.S. He has been both a management consultant and an operator within brands. His expertise includes strategic planning, P&L management, and operational execution. His specialty is in merchandising & planning, logistics, sourcing, and store operations. He have been a part of management teams at Ermenegildo Zegna Greater China, Levi Strauss Asia, and Unilever.**

# P Sriram



- **Mr P Sriram is currently operating as Executive Vice President, Operations (Manufacturing, Quality, Procurement, Engineering and Supply Chain) in Pernod Ricard India, leading a team of around 500 capable work-force operating in more than 30 factories across the country. He is an Operations Professional having around 38 years of work experience working in Senior Leadership Roles in various large MNCs & reputed Indian organizations like Pernod Ricard, UB group, Shaw Wallace among others. He was Instrumental in introducing advanced Automation in the liquor operations and has been successfully driving Quality Assurance Models across Pernod Ricard.**

# Maneesh Mittal



- **Mr Maneesh is currently the Chief – Omni Channel & Digital for Shoppers Stop. Mr Maneesh is a result-oriented business leader, with proven success in identifying market trends & opportunities, implementing organizational transformations and delivering high growth top-line and bottom-line in retail, telecom, technology, finance and travel organizations. As one of only 2 in-house recruits to the TAS batch 2002, he was part of the Tata Communications team that started a billion dollar telecom company in South Africa. His Domestic and international experiences span P&L ownership, Operations, and Marketing, involving both start-up and growth organizations. Maneesh is passionate about digitization and applying technology to achieve business objectives. With 22 years of experience now, Maneesh takes an active interest in start-up organizations and is an advisor to a number of these on their growth journey.**

# Benzon John



- **Mr Bazon John is currently working as Head – SCM at Orient Electric. Skill full and seasoned Logistics and Supply chain Leader with over 25 years of rich experience across industries including Manufacturing, Trading and Engineering sectors across South East Asia. He is a transformation leader in the Indian Logistics Industry having history of transforming SCM operations of major Indian Companies. He has consistent success in leading projects and overseeing all aspects of equipment and material management, planning and execution, and multi-national logistics. He is proficient in determining, formulating, developing and implementing logistics functions across the country and establishing strategic supply relationships and agreements.**

# Manu Bhalla



- **Mr Manu Bhalla is currently the Director & Global Head – Contract Logistics for Freight Systems and has over 25 years of experience across technology, supply chain, KPO of which 19 years with FSL Group in different positions. Proven leader of cross-functional teams and business development specialist with entrepreneurial abilities and hands-on management style. He was part of the Leadership team that grew the India Revenues from Rs. 60 Crores in 1999 to Rs. 350 Crores in 2009 before setting up the Supply Chain Division – Logex. Have experience in all the Products and services of the company – Ocean Freight/ Air Freight/ Logistics, Supply chain, Customs clearance & NVOCC operations.**