

KIRAN DADLANI

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SUMMARY

- 9 years retail experience - Demand & Supply Planning, Forecasting, Inventory mgmt. & Replenishment strategies.
- Part of the core team that started Target India merchandise planning team.
- Project & stakeholder management experience across various merchandise planning functions.

EXPERIENCE

Entercoms, Pune, India 6 months
Senior Consultant, Supply Chain Services Nov 15 – Apr 16

- Revamped the existing buy recommendation process for Toshiba.
 - Reduced inventory order quantity volatility that resulted in an average **14% savings per transaction**.
- Led the development and delivery of the end of life process.
- Developed training content that **reduced new team member onboarding to 2 weeks** from the previous time of one month.

TARGET CORPORATION, Bangalore, India 7 years 8 months
Replenishment Expert Oct 07 – Jun 15

- **Lead a 20 member team** in Home and Hardline pyramid
- JDA implementation experience
 - Implemented a forecast accuracy methodology that resulted in **2% forecast improvement**.
 - Implemented a new promo Forecast Allocation strategy that resulted in **3% increase in promotion company instock**
- Cost saving projects
 - Optimized ad projections that resulted in **monthly inventory savings of US\$115,000**.
 - Made a new model for regional and item seasonality in holiday event sales - **US\$ 100,000 monthly savings**
- Coordinated with Minneapolis and India teams to facilitate business growth
 - Drove the **quarterly director review and quarterly business review** for various pyramids.

AWARDS and RECOGNITION

- Q1 Leadership Expectation Award for Thought Leadership
- Merchandise Director's Award for developing the promotional allocation strategy for Canada
- Dynamic Captainship Award for being the best mentor
- Senior Group Manager Award for Teamwork and Partnership

MAS HOLDINGS, Bangalore, India 1 year 3 months
Finance Executive, Management Reporter/Accountant Jun 06 – Sept 07

- Managed key customer accounts - Adidas, Decathlon, GAP and Nike
- Planned, analyzed and reported weekly and monthly financials and operational numbers to the central corporate team
- Performed pre-order costing and post-order costing to analyze the variance
- Managed receivables to ensure continuous cash inflow for business operations
- Performed earnings analysis based on key operational drivers such as future open capacity

TECHNICAL TOOLS PROFICIENCY

JDA Supply Chain Planning Optimization (SCPO), Inforem Systems, Microsoft Excel, Microsoft Power Point and SAP – User

EDUCATION

MOUNT CARMEL INSTITUTE OF MANAGEMENT, Bangalore, India May 2006
2-Year Post Graduate Diploma in Business Administration [**Finance, Banking and Insurance**] **68.9% (Ranked 3rd)**

Mount CARMEL COLLEGE, Bangalore, India May 2004
Bachelor of Business Management [**Finance**] **71.6%**

ADDITIONAL

- Ongoing mentoring of new talent – Learning, Training and On-boarding team (2014) and Rewards and Recognition team (2013)
- Extensive travel and cultural immersion in United States, Germany, France, Norway, United Kingdom, Singapore, Sri Lanka, Thailand and Malaysia