



PORTFOLIO

ABHIJEET SIDDAPPA KAPSE



• DEMAND PLANNER

• SUPPLY CHAIN ANALYST

• PROCESS IMPROVEMENT

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PROFESSIONAL SUMMARY

MBA from IIM Bodh Gaya with experience in supply chain analytics, demand pattern evaluation, and fulfillment performance tracking. Developed a **Tableau + PostgreSQL dashboard** covering **9,999 orders across 5 global markets** to surface demand volatility and regional supply gaps. **SAP S/4HANA MM** trained (Udemy, 48.5 hrs). **Lean Six Sigma Green Belt — KPMG**. Immediate joiner, Pune-based.

PROFESSIONAL EXPERIENCE

Seveillar Clinical Supplies Services Pvt Ltd • Program Coordinator

APR 2024 – JUL 2024

MBA Internship • Supply Chain & Operations • Ranjangaon, Maharashtra

- Identified **5 root causes** of fulfillment delay across **3 order-to-dispatch workflows (15–20% delay rates)** by order type, enabling the operations team to prioritise 3 process corrections.
- Flagged **3 of 10 vendors** as disproportionate contributors to fulfillment delays after assessing on-time delivery performance, driving a prioritised review with supply leads.
- Gave **5 stakeholders** across procurement and operations weekly visibility into supply performance via a self-built **MIS dashboard in Excel** tracking OTD rate, cycle time, and vendor fill rate.
- Closed out **3 recurring order-flow gaps** by coordinating cross-functionally with supply chain and operations, tracking resolution status and escalating unresolved items.
- Reduced processing errors across **120+ monthly transactions** by standardising **3 order-processing workflows** and drafting **2 SOPs** from gap-analysis findings.

TECHNICAL PROJECT

Supply Chain Performance Dashboard • Tableau + PostgreSQL + Excel

2026

- Surfaced monthly demand volatility spanning **417 orders (Dec 2015)** to **69 orders (Dec 2018)** by examining **48 months of order data** across **9,999 transactions in 5 markets**, and mapped fulfillment performance gaps by region to inform supply planning.
- Sized a **14-unit safety stock buffer at 95% service level** for the highest-revenue product category, calculating reorder point from 40 months of order history (demand standard deviation of **17.8 orders/month**).
- Ruled out lean replenishment portfolio-wide after segmenting demand across **15 customer segment-market combinations** and finding all **15 volatile (CV 0.69–1.24)**, pointing to a buffer-stock strategy instead.
- Published findings as an **8-panel Tableau dashboard** tracking OTD rate, regional delivery performance, and demand trends, on **Tableau Public** and **GitHub**.

ORDERS ANALYSED

9,999

MONTHS OF DATA

48

VOLATILE SEGMENTS

15

SERVICE LEVEL

95%

TABLEAU PUBLIC

View interactive dashboard →

GITHUB REPO

View source & queries →

EDUCATION

MBA — Indian Institute of Management Bodh Gaya

CGPA: 6.3 / 10

2023 – 2025

B.E. Civil Engineering — Jaywant College of Engineering, Sangli

78.50% • Rank 2 / 50

2017 – 2020

CORE COMPETENCIES

Demand Planning • Supply Chain Analysis • Inventory Management • Safety Stock Calculation • Demand Forecasting • Materials Planning • Vendor Management • Order Fulfillment Tracking • Process Mapping • Gap Analysis • MIS Reporting • Lean Six Sigma

TECHNICAL SKILLS

Analytics & BI

Tableau (OTD tracking, demand trend analysis, regional delivery maps, scatter plots) • Power BI (basic) • SQL (PostgreSQL)

Excel

PivotTables • VLOOKUP • INDEX-MATCH • COUNTIFS • Moving Average • Safety Stock Modelling • MAPE Calculation • Dashboards

ERP / SAP

SAP S/4HANA MM — Udemy (48.5 hrs) • Procure-to-Pay, Materials Planning, PO types, GR/IR clearing, 3-Way Match, invoice verification) • ERP/CRM (User)

Tools

Microsoft Office Suite • Google Workspace • Asana • Google Forms

CERTIFICATIONS

SAP S/4HANA Sourcing & Procurement (MM) — Udemy • Lean Six Sigma Green Belt — KPMG • Google Project Management • McKinsey Forward Program



Envision — Entrepreneurship & Industrial Relations Cell ♦ Member

2023 – 2025

IIM Bodh Gaya

Coordinated logistics for **4 flagship events** — TEDx IIM Bodh Gaya, YES, Entrepreneur's Talk Series, and World Entrepreneurship Day — managing vendors, venue, and sponsor coordination for **100+ participant summits** with partners including **NABARD** and **Startup Bihar**.

