

Sapuan Salleh

Supply Chain Manager

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Supply chain professional with wide experience in managing end-to-end value chain, driving transformation and efficiency to deliver business objectives and customer satisfaction. Agile in dealing with fast-paced, volatile, and highly regulated business environment. Strategic thinker with a clear, logical mind and practical approach to problem-solving. A leader with sincere interest in people growth and development.

Skills & Core Competencies

- Supply Chain Management
- Supplier & Contract Management
- Project Management
- Compliance and Risk Governance
- SAP – APO DP, SNP, MPS and PPDS Modules
- Demand and Supply Planning
- Change Management
- Training & Coaching
- Stakeholders Management

Work Experience

Supply Chain Manager – MY & BN, Novartis

Nov 2015 – Present

- Manage end-to-end supply chain in Malaysia and Brunei and collaborate with country Pharma Leadership Team to support business strategy.
- Lead country implementation of Global/Regional supply chain initiatives and projects.
- Manage the relationship with W&D service provider and custom brokerage agent to deliver cost efficiency and sustainable performance. Responsible for effectiveness of controls to ensure compliance in financial framework, custom & trade, warehousing, and distribution.
- Inspire and drive team engagement to embrace inspired, curious and unbossed culture.

Key project & achievements

- Co-lead warehousing & distribution contract negotiation with Regional Procurement and delivered annual savings of MYR2.0mio from 2018 contract & MYR43mio cashflow improvement from 2021 contract.
- Implemented integrated S&BP process to drive service level improvement to 98% and inventory reduction from 6 – 3 months. Achieved global S&BP certification in 2019.
- Lead country implementation of Kinaxis Rapid Response, piloted Cost2Serve analytics and developed Country Cyber Threats IT Resilience Playbook with W&D service provider.

Supply Chain Manager – MY & SG, Nestle (on secondment to Wyeth Nutrition)

Dec 2012 – Oct 2015

- Manage end-to-end supply chain for Malaysia and Singapore markets. Drive business strategy and execution as a member of Wyeth MYSG management committee.
- Played a key role as functional lead for demand & supply planning, customer service and material handling stream to ensure smooth integration of Nestle's system & processes in Wyeth Nutrition and drive change impact to stakeholders.

Key project & achievements

- Managed SAP system integration in Wyeth Nutrition and successfully go live within 6 months timeframe without business disruption.
- Championed backhauling project implementation and delivered annual cost savings of RM700k.
- Transformed S&OP process and improved average forecast accuracy from 60% to 75%, reduced inventory holding from 90days to 42days and delivered a saving of RM470k from excess pallet charges.
- Led milk powder co-packing project in 3PL to reduce replenishment planning complexity to Brunei.

Business Excellence Manager – Demand Planning, Nestle

June 2012 – Nov 2012

- Drive the implementation of demand planning best practices and sustain the effective processes.
- Manage training and development framework, changes in new policies, procedures, system upgrades in SAP or new business requirements.
- Identify and prioritize improvement opportunities in accordance with business requirements, endorse the projects with relevant management and mobilize resources to drive the projects.

Key project & achievements

- Piloted weekly demand plan improvement for Top 40 SKUs to support working capital improvement initiative.
- Led statistical forecasting by location initiative to support Nestle Ice Cream planning transformation project.

Demand Planning Manager
Senior Demand & Supply Planner, Nestle
Apr 2003 – May 2012

- Lead Monthly Business Planning cycle to achieve consensus demand plan and consolidated actions for business planning with cross functional stakeholders.
- Manage NPI, MPS, SNP & DRP processes, anticipate future constraints, propose, and communicate supply recovery plan to business stakeholders.

Key project & achievements

- Appointed as APO DP Super User, providing first line support and knowledge transfer within demand planning community.
- Established production planning and MRP process flow for culinary sauces co-manufacturing project in KMC.
- Piloted new planning strategy with Industrial Performance & Production team and improved line efficiency from 68% to 75%.

Planning & Logistic Coordinator, Huber + Suhner
Mar 2002 – Mar 2003

- Manage the entire spectrum of order fulfilment and ensure warehousing and inventory management controls and processes are in place.
- Co-ordinate the approval for permits, import duty exemptions and other related approval with government authorities.

Senior Production Control Officer, Minolta
Sep 1997 – Feb 2002

- Maintain the MRP system and mitigate potential material shortages.
- Prepare monthly/daily production plan and collaborate with production team to ensure daily production activities are executed according to plan and quality standard.
- Coordinate new model development with engineering and production team.

Key project & achievements

- Went on mission assignment to Minolta Osaka with a task to improve logistic and communication flow.

Education

- Jan 2019 – Jan 2022, Open University Malaysia, Master of Business Administration, CGPA 3.43
- Jul 1992 – Oct 1995, MARA University of Technology, Diploma in Business Studies, CGPA 3.03
- Jan 1987 – Nov 1991, Sekolah Menengah Sains Machang, Sijil Pelajaran Malaysia

Professional Development

- U Grow (Unbossed Leadership Experience), Novartis Learning Institute, 2022
- Leading at the Front Line (M1), Novartis Learning Institute, 2016
- Leadership & Personal Effectiveness Programme (LEAD PEP 2.1), Mount Eliza Executive Education, Melbourne Business School, 2014

Awards and Recognition

- Won 2015 Global Wyeth Nutrition Everyone Counts Award for pro-active action in mitigating PIPO stock out impact.
- Won 2007 Nestle Zone AOA Project Bullet Award for excellence in new launch execution.

Other Information

Expected salary: RM24,500.00 (Negotiable)
Notice period: 2 months
References: Available upon request