



## INDIAN INSTITUTE OF MATERIALS MANAGEMENT

CHENNAI BRANCH

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**Cordially invite you to the Monthly Meeting**

**Topic on**

**"Logistics - A key strategic differentiator  
for success in  
today's business scenario"**

**Speaker**

**S. Dunston Pereira**

Managing Director

**Sylog Management Services Ltd**

**Day & Date : Saturday, 28th September 2019**

**Presentation Time : 6.30 P.M. Hi-tea : 6.00 P.M.**

**Venue : Hotel Quality Inn Sabari Grand**

29, Thirumalai Road,

T. Nagar,

Chennai - 600 017

**J Ravishankar**  
Branch Chairman

**Sethu Venkataraman**  
Hony. Secretary

**D Ramesh**  
Chairman  
Monthly Meetings



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**IIMM- IN PURSUIT OF EXCELLENCE IN SUPPLY MANAGEMENT**

Charter member - IFPSM, UK  
The International Federation of Purchasing and Supply Management



## **S DUNSTON PEREIRA**

Mr. S Dunston Pereira, is a Science graduate and MBA Supply Chain Management at National Institute of Business Management

➤ Expertise in Supplychain Management, Manufacturing and Sales and marketing for Ceramics Products with an experience of more than 25 years in the ceramics industry with major brands in India and Middle East.

**Core Competencies:-** which includes, formulating long term / short term strategic plans, conducting negotiations and marketing operations thereby achieving increased sales growth across the region. Steering all operations with a view to achieve organizational objectives and ensure profitability. Recruiting, monitoring and training personnel for the for ensuring optimum performance to deliver quality services across the company. Optimization of raw materials thereby bringing down the manufacturing cost to the bare minimum. Introducing new technics in supplychain management thereby reducing cost of delivery considerably. Making products available closer to the market by planning strategic locations and strategic partners.

### **Work Experience:-**

➤ Mr. Dunston, started his carrier as a Marketing trainee and then, Sr. executive and DGM procurement for EID parry India Ltd (manufacture of parryware santaryware and fittings) based out at their factory in Ranipet.

➤ Worked as a supplychain head and export sales head for ceramic tile company in Oman. (Al Anwar ceramics Tiles co SAOG) . was responsible for setting up the factory from ground Zero and was heading all logistics, procurement, sales, marketing and HR functions

➤ Worked as country head for supplychain head for Roca Bathroom products Pvt Ltd and was responsible for all inbound and outbound activities, leading a team of more than 250 plus. Was responsible for 5 factories and 22 logistics hubs across India

➤ Worked as supplychain head and head of marketing for Oman Ceramics, Manufacturer of sanitaryware brands in Oman), serviced markets of Middle east, UK and US

➤ Presently working as Managing Director, for a self-owned company in India (Sylog Management Services Ltd )