

# Manish Kathpalia

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マニッシュ・カトパリア

Address: N19, Ground Floor, Malviya Nagar, New Delhi – 110017, India

Email: manishkathpalia09@gmail.com | Mobile: +91 99534 58939

## Professional Summary

Multilingual professional with over 10 years of experience across Japanese and Indian markets, specializing in Supply Chain Management, ERP (Oracle SCM) implementation, international logistics, and business development. Strong bilingual communication skills (JLPT N3, pursuing N2) and a successful track record in driving operational efficiency, managing client relations, and launching business operations in cross-cultural environments. Known for initiating and executing strategic projects, including factory setup, process optimization, and stakeholder management.

## Core Competencies

- Bilingual Client Communication (Japanese–English)
- International Logistics
- Business Development & Market Expansion
- Project & Vendor Management
- Fashion & Textile Sourcing
- MS Office (Excel, Word, PowerPoint)

## Professional Experience

### Adglobal360 – Member of Hakuodo International

Supply Chain Management | July 2024 – Present

- Drove revenue growth by integrating SaaS marketing tools into Japanese e-commerce ecosystems.
- Delivered tailored application and web solutions, improving client productivity and engagement.
- Managed end-to-end bilingual project delivery, ensuring high-quality standards and client satisfaction.

### **Trinamix (Oracle SCM Implementation Partner)**

Supply Chain Management | Dec 2022 – July 2024

- Spearheaded Oracle ERP implementations for Japanese clients, covering modules like:
  - Procurement (PRs, POs, Agreements)
  - Order Management (Global Order Promising)
  - Product & Inventory Management
- Enhanced operational efficiency and reduced costs by designing customized ERP workflows.
- Played a key role in client engagement, requirement analysis, and UAT support in Japanese and English.

### **Stylem International (India) Pvt. Ltd.**

Strategy & Business Development | Oct 2012 – Oct 2022

- Joined the startup team for the Indian subsidiary of one of Japan's leading textile trading companies.
- Managed end-to-end supply chain, including shipments, customs, documentation, and vendor coordination between India and Japan.
- Led sourcing and sample development for high-end garments and textiles across both countries.
- Built and nurtured B2B relationships with top Indian retail brands and renowned fashion designers.
- Achieved 400% revenue growth in year two through strategic partnerships and market expansion.
- Coordinated the setup of a garment factory in Jaipur, including stitching line setup, inspection systems, and bilingual workforce onboarding.
- Provided full bilingual support (verbal & written) for internal and external meetings, project documentation, and Japan HQ coordination.

### **Freelance Bilingual Support**

Japanese Interpreter & Translator | Oct 2011 – Sept 2012

- Worked with leading Japanese firms (Panasonic, Showa, Musashi, etc.) across engineering, HR, and supplier meetings.
- Supported Japanese delegations with interpretation, document translation, and factory audits.

## **NRM International India Pvt. Ltd.**

Marketing & Real Estate Coordination | Apr 2011 – Sept 2011

- Acted as liaison for Japanese clients relocating to India by coordinating office and residential property setup.
- Handled bilingual communication between Japanese clients and Indian realtors; assisted with lease procedures and documentation.

## **Education & Certifications**

- Diploma, Advanced Japanese Language – Ichikawa Japanese Language School, Japan
- Diploma, Intermediate Japanese Language – AOTS, New Delhi
- Diploma, Airlines, Tour & Travel with Marketing – Bhartiya Vidya Bhavan
- B.A. Programme – Delhi University (Ram Lal Anand College)

## **Language Proficiency**

- Japanese: JLPT N3 (Passed), JLPT N2 (In Progress)
- English: Fluent
- Hindi: Native

## **Technical Skills**

- Microsoft Office (Excel, Word, PowerPoint)

## **Personal Strengths**

- Strong analytical thinking and creative problem-solving
- Excellent cross-cultural communication
- High adaptability and multitasking abilities
- Leadership with team-oriented mindset
- Proven record of working with senior stakeholders in Japanese corporates