**RIPSON**

[**RIPSON.180621@2freemail.com**](mailto:RIPSON.180621@2freemail.com)

**Materials Management | Supply Chain Management | Vendor Management | Procurement/ Sourcing**

An accomplished and multifaceted buyer with over 4 years of professional experience. Exceeds goals with an effective management style, superior communication skills, and strategic planning. Successfully secured sales and revenue by capitalizing on growth opportunities.

**Key Proficiencies:**

* **Market analysis**
* **Client servicing**
* **Contract negotiation**
* **Revenue Enhancement**
* **Personnel Management**
* **New Vendor development**
* **Strategic Sourcing**
* **Buying**

**Professional Experience:**

**Flipkart Internet Private Limited, Bangalore, Karnataka** Jan’2014 to Dec’2016

Flipkart is India’s leading e-commerce marketplace focused on retail business with over 80 million products and 80 plus categories.

**Designation: Specialist**

**Role in brief:** Responsible for developing and executing a sourcing strategy, managing the online retail shop and the lifecycle of products, drive improvements through analysis, planning, and execution.

**Key Responsibilities**

* Creating purchasing policy as per company standards and purchase planning for retail commodity
* Interacting with the sellers and helping them to set the profile by negotiating the price and contracts
* Vendor evaluation, vendor registration, vendor development and finalization of rate contracts.
* Logistics & Supply Chain Management for all purchases
* Tracking and order processing
* Assessing vendor performance based on pre-defined criteria
* Stock and materials management

**Methode Electronics Inc. Bangalore, Karnataka** Aug’2012 to Aug’2013

Methode Electronics is a leading developer of custom-engineered and application-specific products and solutions utilizing the latest technologies.

**Designation: Sourcing Executive**

**Role in brief:** Organizing and executing Procurement activities for materials, services, and contracts in order to provide effective and efficient services to meet the needs of the company, for its on-going projects and to meet the departmental sourcing needs.

**Key Responsibilities**

* Creating RFQ for the materials and services, for projects, departments and for project materials
* Floating RFQ and RFP to bidders, following up and obtaining a quotation for the same.
* Techno-commercial evaluation and preparation of comparative statements.
* Follow-up on material delivery and documentation requirements.
* Follow client standards and procedures for inspection, documentation requirements, delivery requirements, etc.
* Negotiating of pricing and terms & conditions.
* Vendor evaluation and vendor registration

**Academic Dossier**

* Bachelor of Engineering in Information Science from St. Joseph Engineering College, Mangalore, Karnataka affiliated to Visveswaraiah Technology University (VTU), Belgaum, Karnataka in 2012
* 12th from St. Aloysius Pre-University College, Mangalore in 2007
* SSLC from Infant Jesus English Medium School, Modankap in 2005.

**Tools Used**

* Microsoft PowerPoint, Excel, Word and Outlook with typing speed of 32 wpm

**Personal Details**

Date of Birth : 12.02.1989

Gender : Male

Nationality : Indian

Language Proficiency : English, Kannada, Hindi, Konkani, Tulu

Validity : 08 October 2019

Visa Status : Visit Visa valid till April 15, 2017

**Declaration:**

I (Ripson Joseph Lobo) hereby declare that all the statements made here by me are true, complete and correct to the best of my knowledge and belief.

**Bangalore**