**Rajesh**

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**GLOBAL SOURCING MANAGER**

**Career Summary**

* An automotive Global Sourcing professional over 6 years of experience with OEM in Costing, Procurement, Techno-Commercial Negotiation, Strategic Sourcing, Alternate Source Development, Localization, Capacity Planning, Source evaluation & selection for proprietary & Raw material.
* Worked with Strategic business units and their functional areas in a collaborative/cross-functional manner identifying bottom line savings and value opportunities to meet their overall goals and objectives of the organization.
* Global supply chain, material planning, forecasting and order management, spare Part management, import custom clearance & logistic system make available direct material to achieve Zero production loss.
* Demonstrated capabilities in achieving aggressive yearly cost saving initiatives through effective Negotiations, Spend analysis, Value engineering and benchmark study.
* Well Versed in ERP – SAP.

**Core Competencies**

Purchase

Logistics

Pricing & Costing

Spend Analysis

Vendor Development

Global Sourcing

Material Planning

Imports

Freight Management

Contract Management

Value Analysis

Value Engineering

Price Rationalization

Parts Localization

Negotiations

Share of Business Mgmt

Alternate Sourcing

**Awards & Achievements**

* Awarded with SPOT Appreciation for achieving capacity ramp upto twice in 3 months period with no production loss – FY12.
* Achievement in identification & successful implementation global sourcing warehouses at two locations – FY12
* Achieved INR 35 Lack saving in procurement of primary aluminium alloy - FY12.
* Achieved INR 41 Lack saving in procurement of primary aluminium alloy in year 2013
* Achieved INR 1.5 Cr saving in procurement through FTA benefit year 2014
* Awarded with SPOT Appreciation for achieving zero demurrage for the FY14.

**Current Employer**

**Mahindra & Mahindra Limited, Mumbai** (Apr 11 – Till Date)

Asst. Manager- Strategic Business Unit- Auto & Farm Division

*🡪* Responsible for **New Sourcing Initiative & Purchasing** of **Proprietary parts & Raw Material**

* Establish and develop sourcing opportunities for automotive parts, components & raw material from global sources at competitive prices and quality.
* Networking extensively and identifying lucrative business opportunities in the global auto industry.
* Spend Analysis - Perform data mining to identify potential saving opportunities by visualizing, controlling and optimizing the spend by coordinating with CFT to make informed decisions, which in turn lead to significant cost reductions / savings .
* Pricing and techno-commercial negotiations of new parts by analysing and synthesizing the quotes received from suppliers by interacting with different agencies within the company to meet project budget and schedules.
* Meet bottom line Cost Savings against total annual managed spend
* Analysing Raw Material trend thorough commodity market analysis and estimating exact quantum of increase / decrease and negotiate with suppliers.
* Salvation of supplier issues by mutual agreements.

🡪 Responsible for **Global sourcing Material Procurement and Planning**

* Scheduling & procurement of BOM parts for entire Auto & Farm division
* Organising Inventory, variances, GIT to optimize inventory levels
* Mapping of supplier capacity and trigger of production mix based on priorities
* Organising Inventory obsolescence cost during new product launches & ensuring availability of raw materials as per the SOP timelines
* Custom clearance & classifying imported parts under appropriate CTH for driving correct assessable value and duty liability
* Freight cost control and reduction for economic material movement for arranging targets of OPM – sustainability drive
* Commercial settlement of sea (LCL/FCL) & air freight contracts, CHA contracts for customs clearance
* Augmenting process efficiency & ensuring supplier capability building by monitoring & reviewing service provider performance such as CHA, transporter, freight forwarders, etc.
* Establishing IT enabled & customer centric processes such as web-based DSR, shipment memo preparation, IT based payment, BOE submission records, etc.
* Working Knowledge in inventory control methods like ABC Analysis, VMI (Vendor Managed Inventory) & successful implementation of KANBAN system.
* Complete process knowledge of High Sea Sales procedure.
* Managed and controlled inventory within target of US$ 1.7 million for 30 supplier, 40 parts with valuation of USD$ 34 million.

🡪 Responsible for **Warehouse Management**

* Maintaining the stock of material without any variance by conducting stock verification and documentation.
* Monitoring and controlling of inventories at min max levels at warehouse in order to maintain optimum stocks to achieve production targets
* Implementing Standard Operating Procedures within the warehouse.
* Regularizing material receipts and ensuring the fluidity of stocks from warehouse to stores.
* Addressing the any damage or short receipts with respective agencies.
* Warehouse manpower management.

*🡪* ***Projects:***

* Country competiveness & sourcing opportunity. Country: Ukraine.

**Previous Employer**

**Conros Steel Pvt. Ltd., Mumbai** (Sep 2009 – Mar 11)

Executive – Purchase Department

*🡪 Responsible for procurement of* ***Raw Material, spare & indirect Material.***

* Pricing and techno-commercial negotiations of raw material by analysing and synthesizing the quotes received from suppliers by interacting with different agencies within the company to meet project budget and schedules.
* Identification and selection of potential Suppliers.
* Cost analysis, Negotiation and finalization of prices.
* Preparing the procurement plan in coordination with Marketing and Manufacturing in order to meet deliveries of products as per dispatch plan.
* Timely placement of purchase orders on approved vendors in order to ensure availability of material at the right time.
* Ensure timely delivery of right quality components from vendors with regular follow up in order to meet the production plan.
* Supplier payments.

**Education**

* BE, Production Engineering, Sep 2009 – Mumbai University
* Diploma, Production Engineering, Jun 2006 - Agnel Technical College, Mumbai

**Internship**

**Godrej & Boyce Mfg Ltd., Mumbai – Process Equipment Division** (Nov 2008 – Apr 2009)

Project - Ultra Sonic Phased array testing on SS material - NDT

**Siemens Ltd., Navi Mumbai** - SwitchBoard Division (Dec 2004 – Jun 2005)