**Ashim**



**Email:** [**ashim.256959@2freemail.com**](mailto:ashim.256959@2freemail.com)

**CERTIFICATIONS**

* *Risk management in Projects*
* *Indian Oil Aviation Operations and Quality Control*
* *Safety in Manufacture, Storage, Handling and use of Petroleum, Chemicals and Explosives*
* *Leadership and Behavioral Sciences*

**EXPERTISE**

* *Techno-commercial functions*
* *Commercial Negotiations*
* *Strategic sourcing*
* *Vendor evaluation& qualification*
* *Project Procurement planning*
* *Budgetary and cash flow analyses*
* *Material Planning*
* *Project/contract management*
* *Aviation maintenance*
* *Air field operations and maintenance*
* *Expediting*
* *Government liaison*
* *HR planning and management*
* *Training and documentation*
* *Life Extension studies and obsolescence management*
* *Military Aviation compliance through CEMILAC/RCMA*
* *Risk Management*
* *Inspection and quality assurance*
* *ERP implementation*
* *Facilities management*
* *MS Office suite*

**SENIOR MANAGEMENT POSITION**

**Techno-commercial, Project Procurement & Contracts, Supply Chain Management and Aviation Maintenance**

**PERSONAL SUMMARY**

Accomplished, resourceful senior management executive and project procurement and contracts professional with **over 24 years** of exhaustive experience in all activities in the techno-commercial domain in **Defence and Aerospace Industry**. Proven competence in tendering process, technical evaluation, commercial negotiation, formulation and management of contracts, vendor development and mil grade material qualification.Highly result oriented, with ability to use liaising skills, initiative, firmness, drive and administrative acumen for efficiently achieving assigned tasks in a time constrained environment.Presently associated with a reputed DRDO–Russia JV as**DGM (Contracts)**, after taking pre-mature retirement from Indian Air Force (IAF).

**OBJECTIVE**

Looking for a senior managerial position in a company that offers genuine room for career progression. Being from the armed forces background and a qualified Mechanical and Aerospace Engineer with an MBA, I aim to bring considerable value, experience and professional insight to my team in the stated domains.

**ACADEMIC QUALIFICATIONS**

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| **Sl. No.** | **Name of the Examination** | **Year of Passing** | **Board / College / Institution / University** | **% Marks/CGPA** |
| 1 | AISSE (class X) | 1982 | CBSE/DPS, R K PURAM | 76.4 |
| 2 | AISSCE (class XII) | 1984 | CBSE/DPS, R K PURAM | 85.0 |
| 3 | BE(Hons) MechanicalEngg | 1989 | BITS, PILANI | 6.81 |
| 4 | MTech Aerospace Engg | 2004 | IIT, BOMBAY | 8.65 |
| 5 | MBA | 2011 | FMS, DELHI UNIVERSITY | 65.3 |
| 6 | **Other Qualification**  MSc Defence& Strategic Studies | 1999 | DSSC/MADRAS UNIVERSITY | 72.2 |

**KEY FUNCTIONAL SKILLS**

* **Procurement Planning.**  Planning of annual revenue/capital procurement targets and making budgetary provisions. Finalizing scope of work/specifications and price/delivery schedule, processing/escalating procurement cases through government agencies/higher management for Acceptance of Necessity (AON) sanction. Thorough knowledge of government procurement as per Ministry of Defence (MoD) DPM/DPP**.**
* **Techno-commercial Functions**. Floating of RFI/RFP/Tender, evaluation of technical bid and recording compliance, price benchmarking through analyses of global trends/indices and valuation of price bid. Analysis of CST and conduct of commercial negotiations and finalization of contracts/PO.
* **Contracts**. Formulating contracts as per extant acts/government regulations, SEZ rules and provisions of INCOTERMS, taxes and duties. Contract management and its interface with company ERP and MS Project. Analyzing reports on sale and purchase functions of ERP and presenting to the higher management.
* **Vendor Development.** Developing and implementing strategies for creating vendor

base. Initiating new product design & development/indigenization through vendors on

NC-NC/development orderbasis. Qualifying vendor by inspection agencies (DGAQA/MSQAA). Evaluating vendor performance. Establishing framework for maintaining VMI.

* **Certification and Compliance.** Liaising with Design Certification agencies like CEMILAC/RCMA for obtaining design approvals for new equipment, finalizingdesign drawings and BOM and ensuring compliance with MIL standards by interfacing with design department. Conducting trials for qualification of new equipment
* **Transfer of Technology (ToT)**. Evaluating OEM’s techno-commercial proposal on ToT. Assessing capital expenditure on infrastructure, equipment, material and training of personnel, vis-à-vis scale, product life cycle volume and maturity stage of the product. Analyzing and presenting proposal to the management.
* **Life Cycle Cost (LCC)**. Estimating LCC for new equipment for evaluation of vendor’s commercial offer based on factors such as Operation, Maintenance, Overhaul and Training costs, operational hours per year of the equipment, MTBF/reliability factors and preventive maintenance/product support cost over the operational life of the equipment.
* **Maintenance Management**. Establishing annual maintenance plans for jet fighter aircraft based on planned operational flying hours.Planning and conducting base and off-base flying operations. Maintenance of Airfield infrastructures like communication and navigation aids, airfield lighting, explosive stores, fuel installation etc. Maintenance of transport fleet, specialist vehicles, CFT, and aircraft Ground Handling Equipment (GHE). Planning of manpower and training. Preparation of training plans/syllabi, schedules andconducting continuity training for technicians.
* **Material Management**. Forecasting annual material(spares, rotables, FOL, consumables) requirement to sustain flying operations based on consumption data. Maintaining lean inventory and effecting cost cutting through an integrated Supply Chain Management.
* **Life-extension studies and Obsolescence management.** Evaluating OEM’s data/proposal on life extension studies of equipment, processing cases with MoD and drawing up of contract for initiating life extension studies and extension of equipment life. Undertaking obsolescence management of old equipment by assessing scope of work for software /hardware modernization/upgradation.

**PROFESSIONAL EXPERIENCE**

**Deputy General Manager (Contracts) (Jan 2013-till date)**

DRDO –RUSSIAJV, NEW DELHI

**Responsibility Outline**

**Strategy Design and Implementation**

* Formulation of organization’soverall procurement strategy to ensure continuous supply of services and materials to relevant stakeholders within defined parameters of cost, quality and time.
* Formulation of corporate contracting strategy incorporating essential terms (guidelines/ evaluation parameters, approval matrix, etc.) and provisions of INCOTERMS and SEZ rulesfor different types of contracts.
* Plan budget for Commercial department during the internal budgeting exercise to meet above objectives.

**Contract and Vendor Management**

* Develop Standard Operating Procedures (SOPs) for Procurement & Contracts operations based on inputs provided by various departments.
* Work in close coordination with the Department Heads to capture their key expectations from Procurement & Contracts and provide efficient service and support to them.
* Develop and maintain strong relationships with vendors/JV partner leading to lower negotiated prices, better service levels and a mutually beneficial long lasting relationship.
* Oversee the development of procurement contracts and coordinate technical, legal and financial validation by relevant departments.
* Support in ensuring a continuous supply of services and materials by the vendors as per the defined parameters for cost, quality and time.
* Ensure modification/re-negotiation of the contractual terms and conditions in the event of major problems indelivery/work execution working in close coordination with the legalcell.
* Develop vendor audit process to review the performance of vendors on a regular basis and conduct assessment based on the established evaluation criteria.
* Ensure preparation of a comprehensive database with department wise information about each vendor/ contractor and keep it updated based on their ongoing performance.
* Ensure timely payments to vendors as per the contractthrough coordination with the pertinent internal function.
* Propose new strategies for contracting of services / procurement of material based on market dynamics and global trends/indicesto ensure cost savings for the organization.

**Planning, Provisioning and Monitoring**

* Assist in ensuring a continuous supply of Services and Materials to the pertinent internal functions within the defined parameters of cost, quality and time.
* Interact with pertinent internal functions regularly on issues related to materials specifications and quality deviations.
* Ensure prompt addressing of queries and complaints related to procurement of materials, services etc.
* Ensure necessary documentation for procurement and adhere to governance and control mechanisms.
* Management and mitigation of risk in procurement.

**People Development**

* Recruitment of incumbents into own team. Conduct training on techno-commercial topics for trainee executives.
* Conduct formal performance appraisal and provide developmental feedback for own team.
* Identify training needs of subordinates and provide functional training inputs through internal and external sources.
* Build team capable of being multitasked and provide for overlap in the functional domain of each member.

**Others**

* Ensure timely preparation of MIS and Status Updates from the ERP for perusal of higher management/other authorities as required.
* Participation in TEC/PNC/review meetings as a committee member to provide techno-commercial inputs.
* Participation in Aero shows, expositions, exhibitions, conclaves etc as part of commercial arm of the organization.

**Jt. Director/Chief Engineering Officer (Jun 2007-Jan 2013)**

INDIAN AIR FORCE (NEW DELHI/AMRITSAR)

**Responsibility Outline**

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| --- | --- |
| * Demand forecasting, prioritizing, budgetary planning and finalizing annual procurement plan. | * Reviewing all contracts/agreements to achieve ‘best price/best quality’ procurement |
| * Drafting and finalization of Requests for Proposal (RFP) with comprehensive schedule of requirements. | * Formulating product support plan/AMC for Air field/ Ground Handling equipmentand Specialist vehicles |
| * Technical evaluation and compliance matrix | * Maintenance of explosive stores and cold chain infra |
| * Maintenance Evaluation Trials, LCC analysis and price benchmarking | * Provision of spares, consumables, FOL for aviation operations and transport fleet maintenance |
| * CST and Commercial negotiation with L1 | * Quality Control, PDI/JRI |
| * Finalization of contract/placement of P.O | * Life Extension, Upgradation, TOT |
| * Contract/project management and delivery | * Training and deployment of human capital |
| * Benchmarking Supply Chain performance | * Administering organization’s e-procurement system |

**Senior Engineering Manager (Apr 1991-Jun 2002, Aug 2004-Jun 2007)**

INDIAN AIR FORCE

**Responsibility Outline**

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| --- | --- |
| * Production and maintenance of jet fighters | * Processing procurement cases. |
| * Demand forecasting of aircraft spares, FOL etc. | * Budgetary provision and Cash flow projection |
| * Procurement of spares/services for transport fleet, Specialist vehicles and Ground Support Equipment (GSE) | * Brief higher management during Procurement / Budgetary meetings |
| * Maintenance/material management of power plants, compressors, Central AC/HVAC systems | * Innovation and indigenization |
| * Develop vendor base for local purchases |

***\* On training/course at AFTC Bengaluru, DSSC Wellington, and IIT, Bombay between 1989-91, 1998-99 & 2002-04 respectively***

**SUMMARY OF ACCOMPLISHMENTS**

**At the DRDO-Russia JV, New Delhi**

* Managing contracts with MoD/IAF worth over INR 10,000 Cr. for supply of weapon systems and services.
* Managing vendor base of over 200 industries(HAL, BEL, G&B, L&T, BEML, KPCL to name a few) and involved in indigenous development and fabrication of critical equipment.
* Convened over 150 PNC meetings till date. Over INR 350 Cr. price reduction achieved through price bid evaluation and commercial negotiations.
* Successfully processed relevant duty exemptions on time,through active liaison with MoD/IAF for imported consignments worth USD 335 million,thereby obviating payment of demurrages/fines.
* Streamlined tendering process with inclusion of comprehensive scope of work and mitigation of ambiguities. Improved vendor response and reduced instances of contract amendment /contract failure to the tune of 30% during 2013-15.
* Strategized sourcing of mission critical equipment/material from foreign OEMs (USA, Russia, Ireland, France, Germany &Singapore) in a time bound manner to avoid production hold ups and late deliveries to end customer. Some of the equipment are mil grade/custom design electrical accessories like relays, connectors, cable assemblies, Telemetry equipment, sensors and super alloys (Titanium, Steel, Aluminium of various grades)
* Concluded successful Rate Contracts to source low value low volume critical items (Aerospace grade fasteners, rubber components etc) with vendors on a pan India basis to mitigate production hold-ups due to material outages.

**At Indian Air Force**

* As a weapon system specialist, involved in the formulation Air HQs policy on Life Extension of Air Launched Guided Weapons.
* Successfully concluded the first contract in IAF on Life Extension Studies on Air-to-Air missile conducted by OEM, M/s Artem in Ukraine in 2008. As a key IAF personnel, participated in the studies in Ukraine leading to certification of life extension. The above process formed a template for similar studies conducted by other OEMs.
* I was a techno-commercial member in the IAF committee for induction of MICA missile for Mirage-2000 aircraft and participated in TNC/PNC meetings in MoD with OEM, M/s MBDA France. Participated as a technical member in the Maintenance Evaluation Trials (MET) at various locations/facilities of OEM/FAF in France in 2009. Formulated levels/scope of maintenance of the weapon system (O/I/D Levels) after induction in IAF and drafted AMC and negotiated on ToT for product support and spares management through OEM reps in India. The equipment has since been inducted in IAF.
* Successfully negotiated and concluded contract with M/s Bharat Dynamics Ltd (BDL) for Life Extension Studies on air-to-air missiles through scientific aging studies. This was first of its kind of indigenous study conducted on foreign made equipment in 2010.
* Deputed to UK for Qualification Testing (QT)/FAT of EW flares followed by PDI at OEM’s (M/s Chemering Countermeasures) in 2007
* Project/contract management with Russian OEM (M/s ROE) for overhaul of MiG-25 jet aircraft in India. Detailed as Officer in-charge of equipment and documents accounting during the crucial concluding phase of the project.
* Played key role in project management of construction of explosive store houses and commissioning of HVAC system in the buildings.
* In training coordination role at an Air Force Training School, successfully processed sanction from IAF HQs for procurement of high end DTP equipment and refurbishment of aerospace and computerised simulation labs.
* As Engineering Manager of a flying unit, instrumental in maintaining high level of daily serviceability of the jet fighters (above 80%) for over two years through meticulous demand forecasting, material planning and effective provisioning actions. The unit achieved and sustained 100% serviceability of aircraft on several occasions. Awarded with Chief of Air Staff Commendation Medal in 1994 for meritorious service.
* While in active service, obtained three Post Graduation degrees.
* Promoted to the rank of Group Captain (select) in 2013.

**PERSONAL DETAILS**

* Date of Birth: 02 Mar 1967
* Current Location: New Delhi
* Languages: Fluent in English, Hindi and Bengali
* Nationality: Indian
* Marital status: Married