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***Looking for a managerial position in Procurement, Supply Chain, Inventory management and Logistics***

***Synopsis***

* B.E. (Mechanical) & Pursuing M.B.A. having 19 years total industrial experience comprising of 11+ years in the **Purchase Management**, including material planning, sourcing, procurement, supply chain, logistics, inventory management in the Manufacturing Industries.
* Knowledge of ERP system – Working experience is in SAP / ORION ERP environments. SAP, ORION (Working knowledge & application, Requirement reports, PO system).
* Presently working in SAP Platform since December’2012.
* Strong believer of Systems, Systematic Approach, Cost Focus, Value Addition and Team Work.
* Presently working as Sr. Executive - Purchase with **M/s. RAK Ceramics, Ras Al Khaimah, U.A.E.** the world leaders in ceramic industry.
* Previously Worked as Engineer**–**Purchase (Projects & Developments) & Engineer-Maintenance (Mechanical) of Cement Plant division with **M/s. Lanco Industries Ltd, Tirupati, A.P.**

***Organisational Experience with Contributions***

**R.A.K. Ceramics, Ras Al Khaimah, U.A.E (September’2005 to till date)**

**Working as Sr. Executive-Purchase, reporting to Sr. Purchase Manager and Chief Procurement Officer.**

*RAK CERAMICS group is a World leader in Ceramic tiles, Sanitary wares & Table wares with business presence in 160 counties worldwide.*

* Presently leading four members Procurement Team (a wing of Purchase Department), heading a Jr. Purchase Executive, Purchase Assistant & Clearance Assistant.
* Responsible for the purchasing of Engineering Materials (Electrical & Mechanical), Raw Materials, Services. Overall spend of 80million Dirham (Approx. US$ 21.78 million). I am managing three employees who report to me.
* Handling the complete procurement of a wing of Engineering Items (Mechanical, Electrical & Instrumentation, Lab Equipment & Chemicals) and some key Raw Materials of Sanitary Ware, Tiles & Tableware Divisions. Managing and issuing the rate contracts for Mechanical, Electrical and Instrumentation spares, HSSE services and few Raw Materials.
* In-charge for Inventory Control of all major Engineering and Raw MATERIALS.

**Achievements for the year’2014 & year’2015**

* Obtained overall Cost reduction of 3.5% on spend of AED 67 million (approx. US$ 18.24 million), savings AED 2.345 million (approx. US$ 638 Thousands) for the year 2014.
* Finalised the prices and sources for group companies-RAK-India and RAK-Bangladesh by Using my functional experience to standardise the deals for common key materials of the given profile.
* Obtained overall Cost reduction of 5.4% on spend of AED 14 million (approx. US$ 3.79 million), savings AED 0.762 million (approx. US$ 207 Thousands) for the year 2015.

***From end of November’2014, management assigned me an additional responsibility:***

Handling of procurement activities related to ongoing Water treatment plant and Distribution project (*AL-HILA/AL-MAHAWEEL PROJECT-IRAQ. General Directorate for Water - Iraqi Ministry of Municipalities and Public Works). Contract Value is US$ 99.8 million.*

* **Presently in-charge for Iraq Project Procurement of Following Categories of Items:**

• Piping (DI), DI Pipe fittings, Pumps, Valves etc.,   
• Generators, Transformers, Switch Boards & Instrument Panels, Cables

• Lifting equipment, Penstocks, Lab Instruments and Chemicals

• Water Hammer Protection Equipment

**Other Responsibilities:**

* Prepare budget estimates and monitor departmental expenditures, prepare the MIS reports.
* Non-moving stock and scrap management.
* Responsible for appraisal & training of the new employees to perform office duties. I have the management experience that qualifies me to supervise staff members.

**Mar’96-Aug’05 M/s. Lanco Industries Ltd., Tirupati**

At that time, is a leading manufacturers of **Pig-Iron** of 1.5 Lakh MT per annum, **Cement** 90,000 MT per annum **and Ductile Iron & Cast Iron Spun Pipes** 1.2 Lakh MT per annum under the management of **M/s. Electrosteel Castings Limited**, Kolkata Group. The company situated at Srikalahasti, near Tirupati, Andhra Pradesh.

***The Growth Path:***

Mar’2004-Aug’2005 Engineer–Purchase (Cement Plant Engineering Materials, DI Pipe Projects & Developments)

Mar’2001-Feb’2004 Materials Coordinator (Cement Plant & DI Pipe Plant)

May’1999–Feb’2001 Shift In-charge (Cement Plant Mechanical Dept.)

Mar’1996–April’1999 Jr. Engineer- Maintenance (Cement Plant Mechanical Dept.)

* Joined as a team member of the project team and participated effectively in completion of the cement plant project. Further continued as Jr. Engineer-Maintenance in the mechanical maintenance department.
* I have created the procedures of plant preventive maintenance.

Routine maintenance, inspections of equipment to identify and respond to the problems in a timely manner, thus preventing breakdowns.

* Worked with and supervised subcontractors during various maintenance projects to ensure proper completion of the work.
* As Materials Coordinator, Responsible for the purchasing needs of cement plant (Crushers, Conveyors, Ball Mills, kiln and Packing Materials) and were met.
* **Cost estimation of Engineering/Fabrication Materials, Tender Openings, Quotation Approvals, and Techno-Commercial Negotiations.**
* Played a role in co-ordinating with all internal and external partners of Spun Pipe Projects & Developments team, Cement Plant Electrical & Mechanical Teams, Vendors for timely completion of the new projects and expansions.
* Involved in developing second source for minimum and maximum stock items for **regular maintenance.**

**Sep’93-Feb’96 M/s. Gayatri Engineering Co., Maharashtra Jr. Engineer (Maintenance)**

One of the leading Construction Company in India with a turnover of Rs. 300 Crore per annum during those days.

* Effectively participated in the **SH9 Road work project** from Pune to Aurangabad under World Bank Aided Scheme.
* Overseeing maintenance of Drum mix plant, Crusher, Heavy Earth Moving Equipment.

***Core Competencies***

Materials Management:

* Designated as an individual in-charge for each procurement and ensure it managed responsibly and effectively.
* Monitor the KPIs set by the management and improve the performance to meet the goals.
* More than 10 years of experience in various facets of procuring materials from national and international markets.
* Accountable for meeting the customer orders for timely production and deliveries.
* **Plant & Machinery:  
  • Spares for CRUSHERS, BALL MILLS, DRYERS, PRESSES, ROLLER KILNS, POLISHING, GLAZING, SORTING & PACKING  
  • Compressors, Moulds & Dyes, Electrical & Instrumentation Materials**
* Handled procurement of Cement Plant, Spun Pipe Plant Engineering Items (Mechanical, Electrical & Instrumentation), Laboratory & other requirements of the Plant).
* **Involvement in Cost Estimation & Inspection activities of Engineering and Sub-Contract items as per the drawing for regular maintenance and project developments of Spun Pipe Division. Execution of the new projects and developments.**
* Extensive experience in the development of sourcing strategies both Import & Indigenous to strengthen the supply chain effectiveness.
* Team leader with ability to motivate the teams.

Key Skills

* Effective management of database for key Raw materials, Major Electrical and Mechanical products to implement the strategic procurement process.
* Process Flow & Product knowledge, Speed & Accuracy, Decision making, good communication & reporting skills.
* Persuasive negotiation skills, Planning & Organizing the work, Capable to deal with people at all the levels, Capable to take logical and informed decisions. Time Management skills.
* Regularly achieving cost saving targets.
* Take initiative, flexible, work well under pressure and quickly facilitate resolution of complex issues.
* Setting up the monthly, quarterly and yearly procurement plan. Administer the contracts for major purchases.
* Development of alternative local sources which helps in cost saving, Planning and budgeting of purchase functions, involving cost estimation, contract negotiations.

Logistics

* Overseeing the logistic functions for cost effective transport solutions and clearances.

***Educational Credentials***

* Pursuing M.B.A. (Materials Management) from IGNOU.
* B.E. (Mechanical) from Karnataka University in 1991.

***Computer Skills:***

Operating knowledge of MS-Office, SAP, ORION

## Personal Details

Date of Birth : 5th January’1967

Hobbies : Walking, Meditation, Participating in the running events like Half

Marathon, Terry fox Run, Playing Cricket, Maintaining fitness & control.