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**PRASANNA**

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**Profile Summary:**

* Procurement Professional (B.E.Mechanical, PGDBM) with Career span of **18+** years in arenas of **Capex/Project/Opex / Procurement of Electrical , Mechanical , Hydraulic & Electronic parts /Auto Components/Indirect Materials & Consumables / MRO / Spares /Steel Sections in Industrial Product/ Heavy Machinery Sectors / Automotive / Armoring / Construction Industrial Sectors**
* Background includes quality experience at globally reputed companies like **Tata Group, Vedanta Group in India &MLS at RAK, UAE** worked at leadership positions of versatile and growing responsibilities.

Looking for Challenging Position in esteemed organization that would allow me to use my rich experience to strategize & manage resources to boost organizational growth in the field of Procurement and Supply Chain.

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**Professional Experience**

**MLS FZ LLC Ras Al Khaimah, UAE January 2015 – May’ 2016**

MLS an South African Limited Liability MNC having operations in South Africa & UAE has core business in Manufacturing and supply of [armoured vehicles](http://www.safecagearmour.com/service/vehicle-protection/), ballistic protection equipment & associated services

Main Responsibilities as a Procurement Executive (Team lead) reporting to Head SCM / GM Operations

* Procurement operations management for entire gamut of materials required for Armoring of Vehicles as per engineering BOM, leading the team of five buyers.
* Lead and manage Overseas & Inland supply base of 200 + suppliers with a direct spend of approximately 50 + Cr per year and Indirect spend of +2 Cr for logistics and other services per year Responsible for new part and source development including Supplier Selection, Monitoring supplier performance and Coordination with Product Engineering & Manufacturing.
* Vendor Data Base creation & ongoing updation, Staff Management, Training, Procurement Process, Formats, Reports Management

**Handled end to end Procurement, Logistics /Warehousing**

* **Global Sourcing of Glass, Steel, Kevlar, Rubber Beadings, Shock Absorbers, Clutch Kits from USA/Pakistan/South Africa / Australia / India / China**
* Procurement of Cars for armoring purpose from Toyota, Ford, Fiat & Tata Motors.

Successfully completed Purchase, Logistics, Delivery, Customs Documentation & Clearance of Toyota Land Cruiser 500 Cars, Ford F-550 – 100 Cars, Fiat Van -40 Cars, Tata 1618 LHD Truck -60 trucks from UAE/India Dealerships based on Final Technical specifications provided by Sales Team.

* **Direct Materials** : **Automotive /Armour /Vehicle Parts** as per Vehicle Bill of Material: Glass, Steel, **Rubber Beadings,** **, Plastic Components** Tyres, Clutch Kits, Shock absorbers, Seats, Suspensions, Bull Bar, Run Flats, Gun Ports, Door Hinges, Mirrors
* Handled Procurement of **Indirect Materials & Consumables**: Paints, Chemicals, Oils, Grease, Welding Consumables : MIG Wire, Cutting & Grinding Discs, Safety & PPE Consumables – Hand Gloves, Helmets, Safety Goggles, Safety Aprons, Shoes, Masking Tapes, Hardware Items –SS /GI Nut & Bolts
* **Machine Maintenance Spares** for Miller Welding Machine , Hypertherm CNC Cutting machine, CNC bending Machine, Cranes, Four Post Lifts
* **Packaging Material** like Wooden boxes,Pallets,VCI Paper and Bags
* Office Equipments, furnitures,interior and Office stationary
* **Services** : Annual Maintenance Services Contracts required for Plant Machines Air Compressors, DG Sets, CNC Cutting , CNC bending Machine, Cranes, Four Post Lifts
* **Service Contracts** for Travel and Bus Transport,Canteen, Labour, Housekeeping, Security services
* Office & Building maintenance, Garden maintenance, AC maintenance, Electrical Maintenance
* Services contract for Logistics : Transport contracts for Inbound , outbound logistics and warehousing
* **Steel Sections** : Ballistic Steel 550 -600 BHN 4mm to 12mm Thick MS / SS Tube /Pipes / Angles /Channels / Plates
* **Capex** Equipments / Production Tools like Drilling, Grinding Machines /Maintenance Tools, Instruments

**Key achievements**:

* Achieved cost savings of approximately 250000 AED from 2015 to 2016 through the execution of sourcing, negotiation, and value optimization projects extended net payment terms with the supplier base by an average of 30 days
* Achieved approximately 100000 AED in positive cash flow improvements through negotiation of more favorable vendor payment terms
* Honored with Awards / Appreciation Letters for contribution in Cost Optimization

**TATA MOTORS LTD., PUNE, INDIA**

**USD 42 billion organization, is a leading global automobile manufacturer with a portfolio that covers a wide range of cars, sports vehicles, buses, trucks and defense vehicles.**

**Growth Path in Tata Group: Since 1996 to 2014 (18 + Years)**

**Senior Manager – Materials (Capex Purchase Group) Jan-2011 to Dec-2014**

Main Responsibilities as a **Senior Manager – Materials** reporting to AGM / GM – Materials

* Handled Domestic and Imports with complete documentation and Logistics for Complex Capex Procurement of worth **100 cr** in central purchasing department catering to various divisions/functions across group
* Negotiatiated TCO with vendors by devising and utilizing the appropriate strategy through online bidding (Ariba) / SAP- Live Auction cockpit systems / offline negotiation.
* Monitored performance of 50+ India suppliers and 25+ overseas suppliers for QDC parameters and meeting expectations of divisions/functions.
* Conducted yearly Vendor Performance Management with all the supplier base and CAPA based on the results.
* Handled Procurement of Equipments, RM, Components, Assemblies like Elect, Mech, Hydraulic & Electronic parts, Mechanical Instrumentation, DM Plant, Material Handling systems, MEP /HVAC Systems, Fire detection system **&** Test Rigs for Pumps /Electrical Wiring Harness

**Key accomplishments**:

* Administered cost saving of 15% year on year for the handled scope of procurement
* Involved in CFT for ERP system improvement project for online Purchasing Indent Tracking & Approval system involving functions IT, ERC, Auto Projects, and Plant Engineering, resulted in improvement of turnaround time from 15 Days to 7 Days per Proposal.

**Manager – New Product Introduction Nov’2008 to Dec 2010**

* Lead New Product development project along with Engineering team LPT 1618 EIII, Ukraine & Russia, LPT 3018 Army Vehicle Prototype development & testing Projects, G-750 twin cone synchro gear box, G1400 Gear box, HR-210 Axle, Meritor Axle with TML wheel ends for 2518 Tippers, 25T CNG Truck development exploration work.
* Technical assistance to NPI-Head for Project Management / control activities:
* Communization of aggregates across available CVBU & PCBU models, creation of aggregates library, knowledge database for NPI function.

**Manager - Auto Projects (Feb 2005 to present) Feb’2005 to Oct’2008**

Implemented process improvement projects in Paint Shop and upgraded technology

* Touch up Extension resulted in debottlenecking of painted vehicle bodies and Drastic improvement of cycle time by **25%**
* PT- CED Monorail joining for Manpower Saving  *of* 3 operatives /shift
* UF System for Oil Separation System: Savings of Degreasing Chemical 60,000 Liters per Week in addition to benefits of cleaner degrease bath available for each car cleaning.
* Converting Hot Water Generators from LDO to LPG Fired for Environmental & Maintenance benefits.
* Hot Air Seal Incinerators for Surfacer & Top Coat Ovens - Waste hot air recycling & energy savings.
* Planning & Execution of Centralized Paint, UB & Sealant Circulation System at J11 New Paint Shop

**TELCO CONSTRUCTION EQUIPMENT CO. LTD., DHARWAD, INDIA**

A Tata Group / Hitachi Joint Venture to manufacture Construction Equipment including hydraulic excavators, back hoe loaders, dumpers, mechanical cranes and motor graders.

**Assistant Manager – Projects (Planning /Purchase/E&C) Jul 1999 to Jan 2005**Project Planning, Procurement, Installation, Commissioning & Productionization of green field plant for Excavator (Ex60/EX100/EX200 & its variants) & Backhoe loader (JD215 Ex) manufacturing, main facilities were Coneyorized Assembly Lines,13-stage Autophoretic Dip Pretreatment & PU Painting set with completely conveyorized & automated material handling system for excavator components, finishing/touch up painting set up, Gear box assembly set up, Digging-Testing facility, Electrical Power supply & distribution, Fuel (LDO /Diesel)/Oil storage tank & piping, Water storage & distribution system, Effluent treatment plant, Fire Hydrant & Fire Fighting system ,office buildings & other infrastructure.

**Key Accomplishments**

Successfully completed the following projects within time, quality and cost parameters:

* **Excavator Component level painting set up (INR 400 Million)*:*** Handled from Concept to Productionization. Up-ender system for frames successfully implemented after study at Hitachi, Japan (Benchmark) - Weight up to 2.5 Tons Payload & Size 3x4 Mtrs.
* **Infrastructure & Utility Projects (INR 5 Million)***:* Included LDO Storage & Distribution, Fire Hydrant System, Air Compressors & Air Line Distribution, Water line & Distribution
* **Touch up Booth (INR 8 Million):** For Excavator Complete Machine
* **Back Hoe Loaders Assembly Line Project Equipments (INR 4 Million)***:* Provided technical assistance in the procurement and installation of equipments such as EOT Crane, Motorized Trolleys and Bush Pressing Device.

**TELCO, PUNE, INDIA May 1996 to Jun 1999Engineer – Projects**

Installation & commissioning of Paint shop Equipments, test rigs, fixtures, trolleys, tackles, Power & Free & hydraulic Pusher conveyors, continuous carburizing furnaces and other material handling systems designed in house for internal manufacturing facility requirements of the Pune, Lucknow and Jamshedpur Plants.

**STERLITE INDUSTRIES INDIA PVT LTD., PUNE, INDIA Dec 1992 to April 1996**

A part of Vedanta Resources, a London listed metals and mining major with Aluminum, Copper and Zinc

Operations in India and Australia.

**Engineer – Maintenance**

Production, maintenance and expansion projects including the installation and commissioning of Cold Rolling Mill & its support systems, Foil Mill, Annealing Furnace and utilities of the plant like compressors, water treatment plant, FO storage and supply system, LPG storage & supply system.

Independently handled the finishing line including slitters, laminating machines & packaging lines.

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**IT Skills:**

* **SAP R-3 MM / PP / PS/QM-PP**/ Quick Books for Purchase, **PO creation, amend, and view**
* E Bidding – Reverse Auction thru ARIBA & SAP-Live Auction Cockpit for Bulk Indirect Purchases
* MS Windows 10: MS Excel / MS Word / MS Power Point

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**Trainings Undergone:**

* E- Bidding, Negotiations Skills
* Industrial Painting Systems ISO 9000, 5S, Kaizen, Value Engineering, Safety Systems, PFMEA, TBEM, Business Planning, Hydraulics-Vickers, Outbound training at Warasgon, Pune on various team based activities, Management development training at Karjat, People Productivity, Project Management (MS- Projects)
* Hitachi Construction Machinery Co. Ltd., Japan for Benchmark study for handling system and also study the various painting facilities at Tsuchira & Tierra plants

**Academics Snap Shot:**

* **PG Diploma in Business Management:** Dr.BAMU (Marathwada University) Aurangabad, India in 1995.
* **BE Mechanical** –Dr. BAMU Marathwada University, Aurangabad, India in 1992.( First Class)
* **Diploma in Mechanical Engineering** from Government Polytechnic, Aurangabad, India in 1989 (First Class)

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**Personnel Information:**

**Date of Birth**: 23 September 1971 ~ Languages Known: English, Marathi and Hindi

**Passport Validity**: DATED 29/09/2011 VALID TILL 28/09/2021

**UAE Driving Licence**: Yes, Valid Till 2025

**References: Available on Request**