Dear Hiring Manager:

I am an Indian-Canadian Senior Procurement/Supply Chain Professional with strong progressive international experience of 25+ years. My work experience spans India, Middle-East and North America and I have exposure of dealing with suppliers and counterparts from every continent of the world. Before moving to Canada I have worked in the GCC (Bahrain, Kuwait and UAE) for 10+ years in a few Senior Roles with some of the big conglomerates there. At this point in my career I am considering moving back to the GCC for a challenging Role.

I would like to apply for the captioned Role with your organization. I am a great believer of the proverb “*Your attitude will determine your altitude*”. Also I take pride in my skills, credentials and experience. By virtue of these qualities I am confident of making significant contributions to your organization.

I have a Master’s Degree in Business Administration and a Bachelor’s Degree in Mechanical Engineering. I am a registered member of SCMA (The Supply Chain Management Association of Canada) and am currently pursuing their SCMP***\**** Designation Program (Supply Chain Management Professional Designation).

I bear a robust background of the Engineering, Composites, Steel, Oil & Gas and Telecom Industry. I am a subject matter expert of Planning, Sourcing, Supplier Development, Logistics, Warehouse and Inventory Management functions with track record of transforming them in to a sustained Profit Center. I also possess a good handle of complex manufacturing/processes and passion for high-quality and innovation.

I have managed large teams (25+ personnel) based at multiple locations. My management style is liberal yet decisive and quick. I am people-oriented, informal and a team player. I am always open to and encourage new ideas. I believe in consulting. I am well-traveled across the globe and have attained a high degree of sensitivity in dealing with diverse cultures.

I have handled large portfolios ($148M+), I am very versed with the commercial and technical aspects of the business. I bear high ethical standards, great integrity, strategic thinking, and quick adaptability to the corporate goals. I bring along effective analytic skills, solid negotiations skills, savings focus and an ability to prioritize. I have good work references from my previous employers.

Thank you kindly for considering my application. An interview would give me the opportunity to discover more about your corporate goals and to further display my unique strengths and commitment for this role.

***\* SCMP is one of the most sought after and highest achievements in the Procurement fraternity in North America.***

**Summary of Qualifications \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* A substantial experience in Procurement with End to End Supply Chain View
* Master in Business Administration and Bachelor in Mechanical Engineering
* Member of SCMA, pursuing SCMP Designation Program *(Expected completion June 2017)*
* Strong background of Engineering, Composites, Steel, Oil & Gas and Telecom Industry
* Knowledge of Complex Manufacturing Processes, High and Low end commodities
* Skilled in Sourcing, Project Management, Contracting, RFX and Service Delivery
* Trained Expert in Corporate Social Responsibility and Sustainable Ethical Purchasing
* Experienced in Environmental and Statutory Compliances, Green Initiatives
* Focused on Alternative Materials, Recycling and Renewable Energy
* Successful SAP MM implementation background as a Process Owner & Power User
* Excellent skills in: MS Office Suite, Lotus Notes, BaaN, MRP/ERP, AutoCAD, GD&T
* Expert of ISO 9000, QS 14000, OHSAS, OE, Six σ¸ KANBAN, SQA, JIT
* Trained in Negotiations, Lean Leadership, Optimization, Sustaining, Risk Reduction
* Trained to work in a manner that ensures safety for self and others, a Zero Harm aim
* Multilingual with skills in six different languages (English, Hindi, Arabic + 3)

**Summary of Skills \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Strategizing, Organizing, Directing from a Commitment to the Customer Experience
* Developing/Implementing Policies, Strategies, Business Planning and Budgets
* Managing Supply Chain through Full Program Life Cycle Management
* Ability to maintain Perspective & Confidence in negotiations with an optional BATNA***#***
* Keeping Customer experience always at the apex of the agenda
* Supplier Management: Evaluation, Development, SLA, KPI, Scorecards & Moderating
* Performance Evaluation, KRA Improvements based on QCD (Quality, Cost & Delivery)
* Ensuring Right Materials and Right Services at the Right Time in the Right Quantity
* Early Supplier Involvement, Creating Purchase Orders/Drafting Contracts
* Managing Purchasing Price Variance, Landed Cost and Total Cost of Ownership
* Optimizing Landed Cost and Cost to Service
* Continuous Improvement, Supply Chain Excellence and Capability Enhancement
* Experience in Shipping/Receiving, Warehouse/DC Set-ups, 3PL & Supply Chain Finance
* Experience in importing, brokerage and tax documentation, using a broker/directly
* Inter-Organizational coordination and contribution in a multilevel global organization
* Team Building: Hiring/Training/Mentoring, Setting KRA/KPI, Cultivating Best Practices
* Domain Knowledge/Data Building, Processing, Procedure Writing, Reporting
* Working with Kraljic Portfolio Purchasing Model, aPriori Costing Tool, e-Sourcing
* Capturing Market Trends and Drivers, Good Business Judgement and Reasoning Skills
* Organized, Analytical, Multi-Tasked, Resourceful, Detail and Deadline Oriented
* Conflict Resolution Skills, Positive Role Model and Catalyst for Change

***#BATNA – Best Alternative to a Negotiated Agreement***

**Work Experience \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Procurement Project Manager June 2015 – present**

Oce Display Graphics Systems Inc. Richmond B.C., Canada

**A Canon Company**:

Focusing on New Product Introduction from new and existing technologies my accountability include managing all procurement processes and activities during the entire product life cycle to ensure procurement milestone deliverables are met within the project budget and lead time constraints. My accountability also include managing key supplier relationships and performance metrics, evaluating sourcing strategies and the supply-chain fit for Océ/Canon products, and coordinating efforts between internal and external stakeholders. Also I am part of various global cross-functional teams at the group, mandated to assess supplier business models, technology capabilities, and capacity readiness.

* Chair the cross-functional multidisciplinary team to introduce new products
* Draft the procurement project plan in alignment with the overall project goals
* Select supply chain fit appropriating local/global strategic opportunities
* Troubleshoot complex supply chain issues and reduce risk
* Continuously determine the critical path, create and manages escalations
* Recommend and prepare to meet long-range product road-map requirements
* Interpret supply chain contracts for a variety of high and low tech commodities

**Sub-Contract Manager July 2014 – June 2015**

Avcorp Industries Inc. Delta, B.C., Canada

A Canadian public company traded on TSX; designs and builds major airframe structures for some of the world’s leading aircraft manufacturers:

* Development/execution of long term supplier/sourcing strategies
* Identification of new suppliers and support new product introduction
* Negotiating contracts, evaluate and award
* Managing inventory, mentoring buyers, monitoring vendors, cost reduction

**Head - Procurement (Portfolio $ 85M/yr, Team size 8) August 2012 – September 2013**

Kirby Building Systems, Middle-East Region, Kuwait & UAE*\** (contract assignment)

A part of multibillion giant Alghanim industries and the world leaders in pre-fab steel buildings:

* Headed 2 plants for planning, purchasing, logistics and inventory with efficiency
* Procured steel, building accessories, MRO and contracts efficiently with saving
* Formed MOU/long term supply agreements with 6 key suppliers with “win-win”
* Established and achieved annual savings 3% ~ CA$ 2.6 M

**Group Head of Supply Chain (Portfolio $ 47M/yr, Team size 25) June 2009 – June 2010**

Future Communications, Kuwait/UAE/Bahrain/Qatar/Oman/KSA (contract assignment) Group of companies engaged in telecom, mobile/communications technologies, software and electronics across the Middle-East:

* Led by leveraging economy of scale for 5 group companies and 6 locations
* Procured electronic, electrical and telecom commodities with improved saving
* Amalgamated supply chain of the group improving turnaround time

**Manager Materials (Portfolio $ 148M/yr, Team size 12) July 2006 – May 2009**

Kirby Building Systems, Middle-East Region, Kuwait & UAE*\**

* Headed 3 plants for planning, purchasing, logistics and inventory with efficiency
* Procured steel, building accessories, MRO and capital equipment with saving
* Established and achieved annual savings progressively up to 3% ~ CA$ 4.5 M
* Reduced exigency/urgent Purchases to 1.1% from 11%

**Manager Procurement (Portfolio $ 54M/yr, Team size 16) November 2001 – June 2006**

BFG International LLC, Bahrain & Philippines

Composite designer and manufacturer, catering to industrial, marine and European Railway applications:

* Headed supply chain of 6 locations in Bahrain and Philippines efficiently
* Procured resins, glass, electromechanical commodities and contracts with saving
* Established and achieved consistent year-on-year cost saving of 10%

**Junior/Mid-management Procurement Assignments in India 1988 - 2001**

**Education \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**SCMP** (Supply Chain Management Professional) **Designation Program 2014 – 2017!**

The Supply Chain Management Association of Canada / Simon Fraser University

**Master in Management Studies, Major in Business Administration 2010 - 2012**

KAZIAN Global School of Business Management, Mumbai, India:

**Senior Technician Certificate 1987 – 1988**

Institution of Engineers (India), Kolkata, India:

**Diploma in Mechanical Engineering 1984 - 1987**

Government Polytechnic, Karad, India:

***!Currently pursuing, expected completion June 2017***

**Professional Development, Hobbies and Interests \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Trained at Procurement Academy:
* SAP training at Michael Management:
* Guest speaker At the New York Institute of Technology Vancouver campus: Address to the graduating MBA students, Topic: Careers in Supply Chain
* Guest speaker At the Skills Connect for the Immigrants Program, Douglas College, Surrey, Metro Vancouver area. Address to the internationally trained professionals, Topic: Career in Canada
* Panellist at the 3rd Global Conflict Minerals Compliance and Supply Chain Due Diligence conference in Berlin
* Helping others succeed: I am a mentor and educator by nature who has a passion to help others succeed. So far I have worked as a mentor with several professionals in their pursuit of a desired career
* Hobbies and Interests: Running, Reading, Music, World Traveller, Social Work, Charity, Animal Welfare