**BHAVIN M**

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| **CAREER SUMMERY**Result oriented leader with proven success of more than 18 years of total industrial experience out of which nearly 14 years in Strategic Sourcing, Procurement, Supply Chain management, Vendor Development, Inventory & Stores Management. Demonstrated business acumen in leading and managing the operations and contributed to higher rate of growth. Well versed with materials management & planning large inventories. Resourceful in procurement management activities involving planning, techno-commercial negotiations, vendor management. Well versed with SAP (MM), Ariba & other ERP software. Adept at translating functional experience for materials management initiatives involving time bound project requirements. Deft at ensuring optimum inventory levels to achieve maximum cost savings without hampering the operations. Enterprising leader with proven expertise in communication and relationship management with vendors & sub-contractors. **KEY SKILLS** Supply Chain Management, Procurement Management, Strategic Sourcing, Vendor Development & vendor Management, Project Procurement & sub contract, Inventory Management, Logistics Operations, SAP MM Module Support, Ariba Spent Management module, Audit Compliances , MIS**EMPLOYMENT CHRONICLE****Feb’2013 – Till Date: Weir Engineering Services Ltd. ( Weir Oil & Gas ), Dubai, UAE****Dy. Manager – Procurement*** Essayed a stellar role in:
* Procurement of various oil field equipment items-Hammer Unions & accessories, Bit beakers, lifting bails & nabbiles, Pipes & fittings, valves & valve spares, choke manifolds & BOP spares, lifting tackles, Plates & structural material
* Handled procurement of various parts, forging & semi finished part components of well head – Tubing hanger, Tubing head, Casing hangers, Casing spools, fittings, pressure gauges etc.
* Effectively handling all kind of job work for machining, water jet cutting, heat treatments, nitriding, plating, coating & all premium connection cutting requirements
* Taken care of various utility & plant related services-HVAC maintenance, security service, Solid waste & waste water disposal & QC related services
* Pleasantly handling:
* All fabrication requirements such as skids, BOP lifting clamps, drift, shell rolled pipes
* Procurement of various API grade bar stock materials (4130, 4140 & 4145 grade)
* All type of vehicles hiring, long term lease contract & other routine matters related to leased vehicles
* Procurement of workshop machineries & related spares, tooling & equipment for welding shop, all types of PPE, IT related spares, QC consumables
* Compliance & documentations related to customer audits, ISO audit, HSE audits & financial audits
* Accountable for:
* Rate contract finalization for Workshop consumables, IT consumables, QC Lab consumables, NDT-PWHT services, Mechanical & Chemical testing contract, API premium connection cutting
* Renewal of ongoing contracts & finalization of new rate contracts for various items- API grades bar materials, Studs & nuts, welding electrodes, API grade gaskets, General consumables, tooling, PPE etc.
* New Vendor developments after evaluation of their capability & liaising with QC for final approval process
* Monthly group KPI reports, Quarterly Vendor rating for key suppliers, Value Chain Excellence reporting, Updation of Approved Vendor list ( AVL ), Quarterly supplier Business review for key suppliers
* **Key achievements :**
* Rate contract finalization for premium connection cutting, NDT-PWHT requirement, workshop & NDT consumables, Inserts & achieved average 25% reduction on existing price level.
* Average 15% cost saving by direct negotiation in all major areas of working
* Implementation of electronics PR system for all departments & thereby eliminating manually PR system resulting in improved PR –PO cycle time & customer delivery compliance.
* Successfully handled API audit, ISO Audit, HSE audits, customer audit, group audit with more than 95% compliance
* Consignment stock agreement with overseas forging suppliers resulting in reduction in the delivery lead time by 40% & inventory holding cost by approx. 30%.

**Nov’2011 - Jan’2013: Dodsal Engineering & Construction Pte. Ltd. Abu Dhabi, UAE** **Manager – Procurement*** Accountable for handling:
* Various requirements for camp constructions like GRE tanks, structural steel, Cements, portacabin furnishings-soft & hard furnishings, door & windows, sandwich panels, Window AC, electronics & household items etc.
* Various sub contracts for the construction process like plate bending, spool fabrication, sheet piling etc.
* Hiring of various construction site equipment & heavy vehicles based on planning requirements
* Processing of new rate contracts for various consumables like welding consumables, tooling consumables, other stores consumables.
* Logistic management consisting of daily material collection planning, vehicle movement monitoring, timely delivery of all required material at site
* Processing of Letter of Assistance (LoA) for CNIA (Critical national Infrastructure Authority) Oil field pass for sub-contractors’ & suppliers’ manpower / vehicles / equipment, hired equipment/vehicles etc.
* Pleasantly handling :
* Originators of purchase requests to highlight discrepancies/problem areas if any and seeks necessary addition/deletion to ensure clarity and accuracy of specifications
* Project management team on materials bidders’ list for enquiry purposes and obtain the approval of Project client if required
* Directly with the purchase requisitions originators for technical queries, clarifications from the invited vendors before submitting offers
* Effectively looked into quotations for commercial & technical terms, final negotiation based on comparative statement, issues purchase orders for material & services in accordance with company policy and negotiated terms and conditions
* Fruitfully assist department head in developing and implementing purchasing strategies for various project materials & other consumables
* **Key achievements :**
* Rate contract finalization for various consumables like welding consumables, tooling consumables, other stores consumables etc with average price reduction of 20% compared to existing cost.
* System development for MR tracking & updating the records for MR, corresponding LPO & Goods receipt
* Forecasted procurement needs by regular interaction with project planning & material control team
* Updating the details of Balance to Order (BTO) material for ongoing project on regular basis & presenting to higher management.

**Jan’2007- Nov‘2011: Essar Steel Limited, Hazira, Surat, India** **Manager – Procurement*** Accountable for EPC activities for the three Service centres at three different locations in India –Pune, Bahadurgarh & Chennai. The major purchase involves machineries like Slitting lines, Rotary Shearing lines & mini rotary shearing line etc.
* Extensively implemented numerous cost saving ideas & projects by analytical & negotiation skills with proven track record during the career span
* Effectively handled new material code development through Kingsher material master development software for all the departmental requirements
* Replacing Imported spares with Indigenous make thus taking advantage on pricing & improved deliveries
* Establishing Annual Rate Contracts thus achieving better pricing and saving man-hours on repetitive negotiation & procurement system, development of local vendors, training of procurement officers at Delhi & Pune Service Centre for start up requirements & operational consumables
* Keeping a check on inventory maintaining stocks at proper levels, Ensuring proper sizing of equipment keeping check on over sizing thus achieving saving by that
* Handling the audits (internal and statutory) and ensure that all deviations are explained and justified

**Accomplishments:*** Successfully executed various project requirements for expansion of 3.9 MMTPA steel plant to 4.6 MMTPA Essar Steel Plant at Hazira. The major purchase involves Twin lobe blowers, Heat exchangers, various piping, slab marking machines, Goods cum passenger elevator, Various machineries for expansion of center maintenance shop like Conventional & CNC Lathe machines, Plano milling machines, CNC vertical machining centre etc.
* Effectively monitored manpower of 3 junior level purchase executives at Hazira & mentored 4 purchase executives at various locations-Pune, Bahadurgarh, Chennai & Bhuj

**Key achievements :*** Average 10-15% cost reduction on quoted price achieved through direct negotiations & substitute development for imported items with at par quality as of imported spares
* Established & set up of procurement system, development of local vendors, training of procurement officers at Delhi & Pune Service Centre for startup requirements & operational consumables
* Successful utilization of Ariba reverse auction module to achieve average price reduction of 20%
* Successfully implemented & managed “Vendor managed inventory” with OEM dealers of compressors & DG sets for the consumable spares resulting in reduction of inventory of such spares by 25%

**Jun’99 – Jan’07: Tata Steel Limited****Manager - HSM Planning /Bulk Items-Purchase** **Manager - Bulk Items-Purchase** **Junior Technical Officer, Hot Rolling Profiles Section****Junior Technical Officer, Cold Rolling Section****Company Trainee****Role:****Manager - HSM Planning** * Accountable for planning & Hot Strip Mill scheduling from the point of view of compliance to customer order as well as proper line balancing of CRM & EPAs & shift wise overall planning for HSM in coordination with Caster planning
* Harmonized with slab yard for availability & linking of slabs for rolling

**Manager - Bulk Items*** Steered efforts in:
* Purchasing of Fuels, Oils, Bearings and Packaging Material, etc.
* Processing of Purchase requisition for ordering
* Liaising and negotiating with manufactures, suppliers & contractors
* Preliminary inspection & verification of incoming stores material
* Maintaining minimum & maximum level of production consumables & engineering components

**Accomplishments:*** Accounted for maintaining and updating records of ISO 9001-2000 of Supply Chain Dept.
* Assisted the team implementing ISO: 9001-2000 at Supply Chain Dept. & have successfully implemented ISO certification at Tata Steel
* Participated in the Three Months Cost Reduction Programme, designed by Mckinsey (USA): “TOP” (Total Operational Performance) & have successfully implemented many cost saving ideas

**Dec ’98 - Jun‘99: Batliboi Limited, Udhna, Surat, Gujarat** **Graduate Engineer Trainee****TRAINING & CERTIFICATIONS*** Training on E-Procurement at Indian institute of Materials Management, Baroda, India
* 3 days training course on “ Managing Safety” by International HSE Council, Dubai, UAE
* Participated in the Three Months Cost Reduction Programme, designed by Mckinsey (USA): “TOP”(Total Operational Performance) & have successfully implemented many cost saving ideas while working with Tata Steel, CRM Sisodra
* Well Trained on ISO 9001-2000, ISO 14001-2004, OHSAS 18001 procedures & documentations and Du-Pont Safety Standards
* Well versed with Windows, MS Office, SAP MM Module, Ariba Spend Management, Kingshers Material Code Development Tool & major E-Procurement applications

**ACADEMIC QUALIFICATION*** **Post Graduate Diploma in Materials Management** from **Indian Institute of Materials Management, Navi Mumbai, India** in 2007
* **Post Graduate Diploma in Management** from **Indira Gandhi National Open University, New Delhi, India** in 2003
* **B.E. Mechanical Engineering** from **Sardar Vallabhbhai National Institute of Engineering & Technology, Surat, Gujarat, India** in 1998

**Projects Undertaken:*** “Optimization of Stores Inventory “at CRM Sisodra, Navsari, India for IIMM study.
* “Case Study: Import & forwarding of various machineries “ at Essar Steel, Hazira, India for IIMM study

Personal Data**Nationality :** Indian**Languages Known:** English, Hindi and Gujarati |  |