**SAI KRISHNA**



|| saikrishna.380009@2freemail.com

A passionate & an ambitious MBA Graduate with Mechanical Engineering back ground complemented with close to 4 years of work experience in Procurement & Technical Sales**.** Currently exploring opportunities to leverage supply chain expertise, requiring analytical and problem-solving skill sets.

**ACADEMIC QUALIFICATION**

**SP Jain School of Global Management** **2017-Present**

Global Master of Business Administration, Specializing in Global Logistics & Supply Chain Management **||** GMAT: 690 **||**

* Industry project: Devising an E-commerce fulfillment strategy for DHL in APAC region considering Singapore as a hub
* Research Project: Adoption of Technology & Digitization in procurement domain of supply chain & factors affecting it
* Global E-Commerce & Supply Chain Workshop by HESOL consultancy: Learnt Fulfillment, Inventory management & Material handling strategies for Retail
* Data Science Workshop: Learnt Tableau, Rapid Miner & Advanced Excel. Enhanced data modelling and data visualization skills

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| **SRM University** | **2009-2013** |
| Bachelor of Technology*,* Specializing in Mechanical Engineering **||** CGPA: 8.14/10 **||** |  |

* Student Recruitment Coordinator: Managed campus recruitment events with corporates

**PROFESSIONAL EXPERIENCE**

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| **Deccan Fine Chemicals (India) Pvt. Ltd** | **Hyderabad, India** |
| Procurement Manager (Projects) | Jan’2016 - Apr’2017 |
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* USD 200,000 (~10%) reduction in inventory holding costs through excel based fine grained forecasting framework by revamping procurement operations from Campaign based planning model to Just-In-Time model
* Achieved ~15% reduction in moving average prices by supplier consolidation & contract negotiation across Deccan sites
* Managed vendor relations, including establishing organization-aligned KPIs, timelines, and budget adherence
* Handled 550 import line items from capacity planning & scheduling to end user allocation and reduced inventory ageing by 15%

Asst. Procurement Manager (Projects) Aug’ 15 - Dec’16

* Streamlined Purchase Requisition process by implementing workflows in SAP, resulting in 15% reduction in lead times
* Improved efficiency of project procurement work across Deccan by introducing Unified Engineering Material Specification model
* Developed Excel models to perform cost benefit analysis for multi-modal logistics for procurement of raw materials

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| **India Composite Pipes Industry Pvt. Ltd** | **New Delhi, India** |
| Senior Technical Sales Engineer |  | Jun’14-Jul’15 |

* Facilitated & managed outsourcing of civil & installation works to JSIW Infra, resulting in reduction of CAPEX by 30% & project timeline by 4 months for CAIRN Energy’s USD 2M project
* Coordinated with cross-functional teams & researched client needs to plan & submit a competitive USD 3M bid to win company’s first multimillion dollar contract in India from CAIRN energy for its Bhagyam block in Gujarat

Technical Sales Engineer Jun’13-May’14

* Diversified market by Identifying untapped chemical industry sector
* Increased enquiries by two-folds by initiating a bi-monthly newsletter to educate our prospects

**ADDITIONAL INFORMATION**

**Professional Recognitions**

* Award for Excellence in Cost Management for 2016 in Deccan’s Annual Summit
* Certified Blue Ocean Strategy Practitioner
* Experience Innovation & Design Thinking Workshop based on IDEO’s DESIGN THINKING approach

**Extracurricular engagements**

* Committee head of WELLNESDAYS, an on-campus yoga club at SP Jain School of Global Management
* State level Kabaddi player, won Bronze in 100M sprint at MBA Olympics, & won Gold in Shot Put at intra college sports meet
* An active volunteer of Art of Living organization, & L V Prasad Eye Institute.