**DEEPAK**

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Aspire for the highest level of professional cadre with an organisation in Domestic/ International with dedication towards the achievement of symbiotic development of reputed firm and self

**Profile Summary**

* Accomplish Professional with 16 Years work experience in Manufacturing, Project and Procurement Management in Power and Oil & Gas.
* Currently Associated with SIEMENS LTD, Baroda – Project Procurement from last 7.5 years , earlier had association with Alstom Projects and Suzlon energy
* Currently handling Procurement Management activities of static equipment like of High pressure heat exchangers, Condensers, Lubrication oil systems, flash tanks, online tube cleaning systems for condensers, Deaerators, dosing system, Condenser tubes,Valves, Strutures in Power and Oil & Gas
* Have successfully improved the gross margins for project, proposing new vendors for project requirement for better cost savings and completed the project procurement activities in timely manner in cft
* Expertise in handling project purchase from inception to till completion, including product development and vendor development/Outsourcing
* Have successfully done Data / supplier / market analysis and selection of the best E-auction strategy best suitable and achieved significant discount
* Working for domestic as well export Projects for ASEAN and Europe countries
* Work experience in QP, QAP/ITP preparation and implementation of Quality requirement
* Dealing with End customer and Third Party Inspection agency
* Work experience in Inprocess & final inspection, RCA and QC tools
* Worked on system implementations ISO & 5S

# Professional Work Experience 16 Years

**Siemens Ltd,** Vadodara GujaratJun’11 - Still continue

Siemens Ltd. is Multinational Company in the Field of Engineering, Procurement & Construction of Steam Turbine, Turbo Compressors & Industrial fans

**Job Profile:**

**A. Procurement Planning, Coordination & Execution**

* To work in close alignment with Sales & Proposal in Bid Phase
* Cost estimations, Negotiations and Agreements with supplier in bid phase for price and terms & Conditions
* Vendor management in bid phase and execution phase
* Participation in Handover meetings, kick off meetings for Project
* Managing Procurement activities from floating RFQ/RFP, Evaluating offers, Negotiation & Auction, Ordering and Executing in a cross-functional sourcing
* Planning and ensure Ordering within budget and time line for product and Project
* Purchase orders placement to suppliers, Order acknowledgement and aligning manufacturing plan with supplier
* Using Expediting tools, Expediting visit, Analyzing reports & Progress Reporting by leading and involving stake holders time to time
* Ensuring Export documentation requirement with Suppliers
* Dealing with Siemens German counterparts for localizations & supplier development, Export Requirement CE, GOST etc and business developments strategy
* Leading and driving Revenue Meeting with PM , Buyers / Expeditor and commercial functions

**B. Outsourcing - Supplier development**

* Working and managing Outsourcing development work.

**C. E-Procurement & Automation of Procurement Activities**

* Managing web based Supplier Relation Portal & E-Procurement

**D. Supplier Development & Audit**

* Supplier Development for Mechanical Equipments
* Supplier Analysis & AssessmentforTechnical Audit & Commercial

**E. SCM Efficiency, Business Intelligence & ISO Compliance**

* SAP related supplier evaluation (yearly)
* Process Audit of Commercial Processes related to Procurement

**F. E-Auction**

* E-auction strategy finalization based on project and product requirement
* Arrange e-auction, e-bidding for different commodities in interaction with team from Germany.

**G. Projects worked**

* Reliance Jamnagar J3, IGCC, MEG, Syngas, Dahej
* Air Liquide Poland for Export job with CE and PED Norms
* Linde Projects, Technimount (Bhatinda,Panipat & Nangal) and JBF Mangalore PTA
* Dangote, Nirma, DSCL sugar, Sagar Cement, JBF, Athani sugars, Aarti ind., Gallant ispat, Deepak Ferti & Petro Corp and Export jobs to ASEAN & Europe

**Alstom Projects India Ltd.,**  Feb’10 - May’11

Alstom Ltd., Multinational Company in the Field of Engineering, Procurement & Construction of Turbines, Hydro Mechanical Equipment and Power Plants.

**Job Profile:** Quality Planning, Coordination & Execution

* Customer handling, Execution of project Contractual requirements, Quality Gates
* Implementing customer requirements through ITP/ QWP
* Review and approvals on Supplier QAT/ITP for equipments
* Participated in design and process reviews with Engineering to ensure contractual req.
* Dealing with TPI, Customer and European counterpart for Project
* Dealing with Alstom France Grenoble team for Internal Trade Orders
* NCR analysis, RCA, Quality Tools and 8D Analysis

**Projects**: Kavsak & Kopru, Menge and Alqueva Export Orders for European countries

**Suzlon Energy Ltd**., Industry – Wind Power Dec’06 - Jan’10

Suzlon Energy Ltd, India provides end to end solution in wind Turbines with Procurement, manufacturing and erection & commissioning.

**Job Profile:** Project Planning, Coordination & Execution

* Technical discussions in Europe for Project transfer and feasibility study.
* Analyzing scope, drawings and feasibility.
* Generating Bill of material for procurement for Steels Structures, Equipments etc.
* Involve in project procurements and Supplier development.
* Planning and scheduling activities for Erection and commissioning.
* Generating erection procedures and commissioning of equipments.
* Erection and commissioning as per drawing, specifications and Project schedule.
* Handling contractors for erection and commissioning by guidance and monitoring.
* Project Progress reporting on erection and commissioning and in case of deviation, actions.
* Commissioning test as per PAT and FAT approvals with vendors and stake holders.
* Handovers of documents, procedures and equipments etc.

*System Development*

* Worked as quality coordinator for department for WI, Procedures development, Certifications for ISO in consultant with MR, 5S activities.
* Improve and implement changes within the systems resulting from audit.

**Project:** Set-up of Asia’s First Blade Test Centre for Wind Turbine Blade Testing including training in The Netherlands.

**Apollo Tyre Ltd.**, Dec’03-Dec’06

World’s one of the reputed Tyre Company (MNC) for manufactures for Radial Tyres and one of leader in respect of its product quality and consumer preference

**Job Profile:**

Worked in the expansion project of the Radials unit, Shift Handling, Machine and Process capability (Cp, Cpk) studies, Control charts and MIS, Worked in Cross Functional Teams for Improvement Projects, First Product Clearance

**Project** - Successful erection and commissioning of PCR radials unit.

**Tube Products Incorporate**. Apr’02-Dec’03

Well known Manufacturer of Welded Pipe fittings, Spools of Carbon Steel, Stainless and Alloy steel for Petrochemical Industry.

**Job Profile:**

In charge of fabrication Shop floor for fitting and spools manufacturing, Planning of raw material, Managed people and resources & ensuring revenue targets, Performed incoming raw material inspection, carried out In-process inspection of Weld Fit ups and finished weld, Preparation of WPQ, WPS and PQR. Dealing with Third Party and Customers

**Academic Credentials**

* B.S. Engineering (B.E-Mechanical) from BITS Pilani, Rajasthan & Diploma in Mechanical engineering from M.S. University, Vadodara
* MBA in Marketing Management from ICFAI, Tripura

**Professional Course:**

* MS Project, AutoCAD and MS office
* Professional Project Management Course

**Core Competencies:** Manufacturing, Project, Project Procurement & Analytics

**Soft Skills :** Leadership, Team Player, Problem Solver, Analytical, collaborator

**Personal Dossier**

**Correspondence Address**:

150, Padam Park society, Opposite New Era School,

Makarpura Road, Vadodara – Gujarat,INDIA

**Name: - DEEPAK**

**Date of Birth :** 2nd Oct 1981

**Gender:** Male

**Marital Status:** Married

**Languages:** To Read, write and speak : English, Hindi & Gujarati

**Declaration:** I hereby declare that the information furnished above is true to the best of my knowledge.

**Place:** Vadodara

**Deepak**