

**W WORK EXPERIENCE**

**Nov-18\_till\_present  
Senior Analyst – Service and Delivery Operations**

* Leading a team of professionals for addressing all e-auctions for leading Oil & Gas Company in India. Driving an audit compliant process enhancing transparency and increasing vendor participation driving savings.
* Prepare an online bid pipeline highlighting the status of upcoming projects. Pro-actively discuss with sourcing team to discuss and identify all projects for online bid.
* Build bidding strategy and finalize an appropriate auction strategy to maximize savings. Reporting and highlighting benefits of e-auction to bring more spend/diverse categories under the e-auction umbrella.

**Oct, 2012 to Oct,2018**

**Designation – Program Manager, Strategic Sourcing**

* Deliver procurement savings by conducting strategic sourcing activity including developing category strategies, managing competitive RFPs, evaluating supplier proposals, conducting supplier negotiations, and developing source selection recommendations.
* Perform Spend Analysis, cleanse and analyze, category profiling, risk assessment, defining savings opportunity.
* Liaising with departments to understand requirements and create spend pipeline for online negotiation. Guide business process and configuration design choices based on knowledge of Ariba capabilities and constraints
* Execution of full range of competitive negotiations including “Reverse Auction”, “Dutch Auction”, “Forward Auction” , “Japanese Auction” and their variant.



**F FORMAL EDUCATION**



BTech with a CGPA of 7.72 from BITM (WBUT)

Aggregate of 85 percent in **Intermediate** from CISCE board

Aggregate of 85 percent in **high school** from CISCE board

**2008 – 2012**

**2006 – 2008**

**1994 - 2006**

**AREA OF EXPERTISE**



* Strategic Sourcing
* Spend Analysis
* RFI, RFP
* E- Procurement
* SIPM
* Vendor Management
* ARIBA
* IVALUA
* COUPA

**PARIKSHIT**

**D.O.B.**15th Dec, 1989

**Languages**English(R/W/S)  
Hindi(R/W/S)  
Bengali(R/S)

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**Client Experience so far (Working as a Consultant)**

**Cairn\_Oil\_&\_Gas**Category: Mechanical, Electrical, Engineering, IT, Services, Drilling, Chemicals  
SpendAddressed:\_25.18\_Million\_USDooooooooooooooooooooooooooooooooooooSavings-Implemented: 1.76\_Million\_USD

**Qenos Pty Ltd, Australia (2 MONTHS ON SITE):**

Deliverables: Category analysis, preparing constructive RFQ, lot design across geographies, stakeholder management, supplier training and final event day management.

Category: Water Treatment Chemicals

Spend Addressed: 0.9 Million USD

Savings Implemented: 0.1 Million USD

**Danube, UAE (12 MONTHS ON SITE):** Working as a e-sourcing consultant for the client. The Key focus is to streamline the existing procurement process so that the better quality, price and delivery is obtained.

Categories : IT AMC,IT Hardware, Diesel, Packaging

Spend Addressed: 8 Million USD

Savings Identified: 0.24 million USD

**Jindal India Ltd, India (12 MONTHS ON SITE):**

Categories : Coal, MRO, Housekeeping Services, Pest Control, Logistics, Mechanical and Electrical Buying

Spend Addressed: 43 Million USD

Savings Implemented: 1 Million USD (From Existing Prices along with Maintaining Stringent Quality Parameters)

**Usha Martin Ltd, India (24 MONTHS ON SITE):**

Categories : Ferro Alloys, Capex, MRO, Refractory Items, CATV Fiber, Logistics, Engineering, Insurance.

Spend Addressed: 110 Million USD Savings Implemented: 3.56 Million USD (From Existing Prices along with Maintaining Stringent Quality Parameters)

**Achievements**:

* Chairman’s Club Award for the year 2014-15(Among the top 6 performers of the organization)
* Best Individual Performance in the year 2013-14(Among the top 20 performers)
* Multiple appreciation and recognition mails from clients and supervisors.

**TECHNICAL SKILLS**



* MS PowerPoint
* MS Excel
* MS Word

**PERSONAL SKILLS**



* Communication
* Networking
* Motivation
* Teamwork
* Creativity