**Radhalakshmi** [**Radhalakshmi.79392@2freemail.com**](mailto:Radhalakshmi.79392@2freemail.com)

**PERSONAL SUMMARY**

Solution orientated Supply Chain Professional with a high focus and understanding of Procurement, Logistics and Purchasing functions. Established track record of successfully employing best business practices to drive consistent approach towards all sourcing and tendering activities.

Seeking roles in Strategic Procurement and Supply Chain to make best use of my experience to support and strengthen the objectives of the Organization.

**AREAS OF EXPERTISE**

Strategic Sourcing, Category Management ( Direct/Indirect) Purchasing (P2P), Strong Negotiations, Project Management, Procedures deployment, Stakeholder Influence & Engagement, Inventory & 3PL Warehousing, Supplier Relationship Management, Quality Management (ISO 9001 - 2008 standards), Import Exports, 6 sigma Understanding, Value Stream Mapping, Contingency Planning, Global Freight Forwarding.

Capable of working under limited direction & guidance

**PROFESSIONAL SUMMARY**

**June 2014 - till date**

**APAC Indirect Procurement Lead, Owens-Illinois Inc., Melbourne**

Headquartered in Perrysburg in the US, Owens-Illinois Inc. is a Fortune 500 company that specializes in container glass products. OI is one of the world's Leading manufacturers of Glass Products, holding the position of largest Glass Manufacturer

Key member of a large, highly productive Team in the implementation of strategic Procurement activities aimed at enhancing profitability by controlling costs and optimizing process efficiencies across the Indirect procurement purchase over $200M with significant focus on MRO, Plant Services, Engineering, Electrical Capital Projects, Contract Labour, Recruitment Services, and IT & Communications

* Responsible for administration in this area include
  + Savings Opportunity Identification through constant review of category spend
  + Develop Spend visibility over USD 120M - Evaluate and enhance our operations in local spend while researching and prospecting developments in global spend
  + Tender Management
  + Change & Project Management
  + Reporting of Financials, Current and Forecasted
  + Develop and implementation of OI Policies, Systems & manage controls
  + Supplier Negotiations , E procurement, Strategic Collaboration
  + Ariba Contract Management, EDI with Strategic Suppliers
  + Develop, hone and execute new improved procurement strategies across all channels of purchasing
  + Perform cost analysis and set appropriate benchmarks
  + Create policies and procedures for risk management and mitigation
  + Delegate tasks and supervise the work of purchasing and procurement agents across all departments

**Selected Accomplishments**

Generated EBIT Savings of 1M AUD annually through managing high value Regional Tenders viz. PPE, Industrial Gases, Lubes, Hardware

Implemented PPE vending Machines at all manufacturing locations resulting in reduced consumption

Implemented E procurement tool (IASTA)

Lean sigma Green belt projects – Material Master and Vendor Master Kaizen events

Demonstrated leadership experience in procurement, developing procurement strategies, driving value for money.

**Jan 2013 – May 2014**

**ANZ Sourcing Specialist - Nexans Olex Pty Ltd, Melbourne**

Headquartered in Paris, France, Nexans produces cables and cabling systems at no fewer than 90 production sites over 5 continents. Nexans employs 25,000 people worldwide with more than 700 staff in Australia and New Zealand, It has sales offices and distribution centers throughout the Asia-Pacific Region.

This role is responsible for identifying and delivering value chain optimization opportunities and ensures that the team acts as the first line of escalation on issues between suppliers and the business, by effectively operating the supplier relationship management process. Collaborating on a series of complex procurements and commercial activities across the Project streams as well as supporting less complex procurements, ensuring compliance and value for money for finished goods sourcing.

* + Develop Regional category strategies including supplier capability analysis, category spend, category governance and performance
  + Support and coordinate purchasing projects with cross-functional stakeholders. Develop strong stakeholder support and cooperation
  + Spend Analysis
  + Establish measurement metrics and tools to monitor supplier performance and ensure contract compliance.
  + Maintain day-to-day supplier relationships; act as the lead point of contact for all commercial Contracts
  + Lead strategic sourcing process and establish global / regional / country agreements to consolidate suppliers/spend. Lead commercial contract negotiations. Manage stakeholders in negotiation process, including legal, supplier, and stakeholders
  + Enable efficient procurement process through contract structure, preferred supplier relationships, and stakeholder training, using supporting technology such as eProcurement where possible
  + Imports Management

**Selected Accomplishments**

Visual Reporting Tools – Developed a standard SRM process

Qlik view – Process Automation

**Dec 2011 - Dec 2012**

**Purchasing Specialist – Solar Products Distributor, Melbourne**

Headquartered in India, VR is a distributor for commercial solar power systems across Australia, under the LRET (Large-scale Renewable Energy Target)

Responsible for contracts and supplier management - acting as service partner to support operations. The role typically comprises 25% tactical and 75% Contracts Management.

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| * + To manage preferred supplier relationships, monitoring performance and analyzing contracted spend,   + Lead regular Contract meetings with the business to discuss current and future projects while focusing speed of execution.   + Lead or facilitate Supplier selection, Run RFPs, Request for Proposal projects and negotiations to deliver agreements that include excellent long-term pricing models, measurable service levels effective remedies for non-performance.   + Manage PO process   + Manage Contracts & timelines   + Imports Management |

**July 2006 – Nov 2011**

**Supply Chain/Customer Services Manager**

**ExxonMobil Lubricants JV, Sharjah UAE**

EMA Lubricants Co, Ltd. is an Exxon Mobil Joint venture engages in the marketing and distribution of Mobil lubricants, greases, specialty products and providing related customer services. It serves ready-mix plants, construction, transport, ports, power stations, car franchises, and manufacturing industries.

This role plays a vital role in sourcing of Base oil, Raw materials, Packaging & supply of finished lubes in UAE.

* Lead a team of Buyers
* Maintain Strong relationships with JV Blending plant, act as a single point of contact for Finished goods demand planning
* Managed Finished goods storage & distribution from Manufacturing locations
* Manage import of Synthetic Lubes & Greases , Demand Planning & provide Forecast
* Management of 3PL warehouse – Tristar Logistics
* Oversee the delivery of finished lubes to customers, provide analytical & Service support to Sales team
* Represent Procurement, Sales forecast & Production meetings
* Ensure all Supply chain activities meet ExxonMobil Controls objectives, Business Ethics and HSE requirements
* Serve as a single point of contact to supply & install lube dispensing equipment’s to Key customers
* Fixed Assets allocation & services
* Key member in implementation of Procurement policies, control compliance, High value contracts
* Conduct periodical reviews of supply risks & landed costs of imported goods
* Oversee Van Sales operations for Retail sales
* Oversee Customer Service function & drive service KPIs
* Conduct supplier audits based on ISO standards, Exxon Mobil Control integrated management system
* Inventory Management – Stock Audits, review obsolete inventory & Disposals
* Maintain & Review Customer Pricing
* MIS reporting include Forecasts Accuracy, Supplier’s DIFOT, CS Surveys, Back Order management & Global price reviews

**Selected Accomplishments**

Developed Control catalogue for all vendors with contractual terms

Functional development of Fixed Asset module

Cost optimization - review of High value purchases

Process Improvement strategies for high spend areas like Equipment’s loan to Trade

Developed the SCM processes for Pre-qualification, Tender, supplier performance evaluation.

**Sep 2003 – March 2006**

**Dedicated Customer Contact Professional**

**ExxonMobil Lubricants Company Ltd, India**

* Control Sensitive Position
* Responsible as Single Point of contact, flawless execution of customer orders, Inquiries and Payments.
* Handled a team of 4 DCPs (dedicated customer professionals & support professionals)
* Handled a team of 10 DSRs ( Distributors Sales Representatives)
* Responsible for the feedback communication channels for customers, and contribute to the development and implementation of a strategic approach to customer relations activities
* Inventory Management – Movement of Finished goods from Blending plant to Distributors.
* Planning of SKU’s based on the secondary sale movement of distributors.
* Achieving the service measures and Realization as per the agreed business plan
* To Increase Value extraction of New Business Acquisitions in Passenger Vehicle Segments, through Customer Service Workshops.
* Build value propositions; provide constant feedback to Management on service improvement.
* Management of Trade Accounts Receivables, Credit, Opex, Capex as per guidelines
* Compliance to Corporate Policies, Safety, OIMS, CIMS & other control requirements.
* Adhere to Transition norms & Change Management Process.

**Selected Accomplishments**

Won Service Champion Award – Region (Asia Pacific)

Managed demand variability through constant follow up with Sales team.

Reduced congestion at warehouses due to aligning closely the production plans and distribution schedule.

Targets achieved on obtaining new Business – Car Franchisee

Up selling – Promoted MOBIL 1 – FLAGSHIP BRAND – moved from Mineral to Synthetics.

**Previous Assignments -**

**1996 - 2003**

**ExxonMobil Lubricants Company Ltd, India**

**PepsiCo India Holdings Pvt Ltd**

Supply Chain, Marine Sales support, Customer Services, Internal Audits

**ERP knowledge**

A SAP - Nexans Olex - Material Management, Purchasing, Sales & Distribution, Quality Management Modules

B JDE - Exxon Mobil Lubricants - Material Management, Customer Order to cash, Sales & Distribution Modules

C. Microsoft Great Plains - Exxon Mobil Lubricants - MSGP - Order to cash process, Material Management, Quality Management, Fixed Asset modules.

**EDUCATION & TRAINING**

* Degree in Mathematics, Diploma in Management (PM & IR) , Degree in Education, PGDCA
* Certificate III in Customer Contact – July 2013 *Australian Qualifications Framework*
* Certificate III in Business – July 2013 *Australian Qualifications Framework*
* Six Sigma Green Belt – Jan 2013 – IACT Global
* Certification in Total Quality Management – February 2010 *– London Academy of Management Studies*
* Certified International Supply Chain Manager (CISCM) - Dec 2008 - *International Purchasing and Supply Chain Management Institute, Delaware*
* Certified Quality Auditor - ISO 9001 – 2000 Principles & Practices –January 2007, *DNV*
* Training on ISO 9001-2008 ( Transition )
* In house training in Standards of Business Conducts, Internal Controls – by Exxon Mobil
* Training in Competition Guidelines – Nexans
* Training in Anti-trust – Nexans
* Training in Supplier Relationship Management – O-I Glass

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**PERSONAL**

Valid Australian Passport

Reference provided upon request