

ABOLI WAGH

Experienced Supplier Engagement Coordinator



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Career objective

Seeking an opportunity that allows me to showcase my skills and contribute to the company's growth

Experience

Vendor Management Associate

Coditas Technologies 04/2023 - Present
Led procurement strategy resulting in a 10% decrease in procurement costs.

- Responsible for managing connections with external vendors and suppliers.
- Developed and maintained procurement procedures in accordance with business policies, as well as ensuring vendor compliance.
- Regular communication on vendor-related updates, changes, and performance reports kept important stakeholders inside the organisation informed.
- Performed as a dedicated point of contact for raising and resolving vendor service concerns.

Sales Manager

Shree Kias Pack 07/2022 - 04/2023
Was in charge of the company's inbound sales activities, to achieve Business Revenue.

- Developed and implemented a concentrated inbound sales strategy, specifically tailored to marketplaces such as IndiaMART.
- Handled a large number of inbound inquiries
- Lead qualification, ensuring that inquiries were adequately assessed to determine conversion potential.

Strengths

Procurement Strategy

Developed and executed procurement strategies that resulted in cost savings.

Stakeholder Management

Established strong relationships with internal and external stakeholders resulting in timely delivery of projects.

Organizational Skills

Managed a portfolio of more than 50 vendors with various deadlines, resulting in on-time delivery.

Highest Education

Masters in Business Administration

D.Y Patil University 2022 - 2024

Strengths

Procurement Strategy

Developed and executed procurement strategies that resulted in cost savings.

Stakeholder Management

Established strong relationships with internal and external stakeholders resulting in timely delivery of projects.

Skills

- Inside Sales
- Cost Management
- Contract Negotiation
- Lead Generation
- Risk Management
- Vendor Compliance

Interests

