Mallikarjun



Senior Procurement Professional

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CORE COMPETENCIES

* **Source-to-Pay (S2P), Procure-to-Pay (P2P)**
* **Sourcing/ Global Procurement**
* **RFI/RFQ/RFP/PO Management**
* **Tendering and Negotiation**
* **Contract Management**
* **Cost Analysis and Pricing Strategies**
* **Vendor Evaluation Management**
* **Inventory Management**
* **P&L Accountability**
* **Costing Savings & Budgeting**
* **Supply Chain Management End to End**
* **Pricing Strategy/ Spend Analysis**
* **Market & Competitive Analysis**
* **Problem Solving**
* **Leadership/Team Management**

## SOFT SKILLS

* **Logical Thinker**
* **Analytical**
* **Leadership Skills**
* **Problem Solver**
* **Communicator**

## IT SKILLS

* **ERP: SAP MM**
* **OS: Windows 2000/7/NT/ XP**
* **Application Packages: MS Office**
* **Block Chain SCM**
* **Lean Sig Sigma**
* **JD**

## ACADEMIC DETAILS & DIPLOMA

* **Post-Graduation Diploma in Material Management, Hyderabad in 2020**
* **Diploma in Procurement Management, Hyderabad in 2020**
* **Post-Graduation Diploma in Supply Chain Management, Hyderabad in 2017**
* **Bachelor of Business Administration, Annamalai University, Chennai in 2013**
* **Graduation in Material Management, Hyderabad in** 2015
* **Diploma in Material Management, Hyderabad in 2011**
* **Bachelor of Arts IGNOU, Delhi in 2013**

# PROFILE SUMMARY

* **International Certified Supply Chain and Procurement Professional (CIPS) w**ith **over 15 years** of experience in **end- to-end Supply Chain Management, Procurement Management, Global Sourcing, Source-to-Pay, Procure-to-Pay Cycle, Vendor Management, Cross-Functional Coordination, Project Management and Team Management**
* Skilled in developing an overarching sourcing strategy with a focus on **transforming the supply chain function** into a value creation function by identifying, negotiating, and selecting vendors resulting in enhanced productivity and growth.
* **Specialised in Vendor Management/SLAs/IT Procurement and Contract Management while managing complete Supply Chain Management**
* Possess strong exposure in Payment Systems and achieved cost savings through negotiation on the purchase of raw material and components for various residential projects.
* Appreciated by management for a reliable, well-planned supply chain delivering growth in production and managing logistics through proper dispatch planning and imply of transportation mode.
* Consulting exposure to deliver high-value supply chain solutions for **product innovation, cost control, business transformation/Procurement Strategies**
* Devised tactics for quick sourcing / change management (in compliances, quality & cost) & project management.
* **Effective mentor & problem-solver** with strong analytical, interpersonal, negotiation & troubleshooting skills.

# WORK EXPERIENCE

**Dec’19-Jul 2023: Webmatics Solutions Pvt. Ltd. as Senior Procurement Manager Key Result Areas:**

* **Vendor Management:** Identifying the vendors that offer timely delivery of the

Material in the best price without compromising quality.

* **Project Management:** Coordinating and managing project till end-to-end execution; scoping, requirement analysis; technical specifications, & risk management for Procurement & Sourcing
* **Managed the projects for all kind of procurements, IT, Solar, Telecom, Electrical, Electronics, communication, Capex, Engineering, Defense spares & above in all phases of design planning & development till scheduled implementation planning.**
* **Product Management:** Preparing estimation for Process Plan by preparing proposal for top management approval.
* Analyzing quotations received for materials and services to ensure compliance with actual requirements and support regional procurement teams.
* **Strategizing Process:** Endorsing process plans, strategies & preferred suppliers list and optimizing sourcing performance for target fulfillment & analyzing costing
* **RFQ Management:** Handling Request for Quotation (RFQ) preparation, identification of customer’s needs, solution presentation for inventory management Managing Purchase Orders (PO) and Work Orders (WO) to verify the sources of procurement.
* **Team Management:** Working closely with teams on the technical requirements to provide solutions; identifying requirements including details required for Layout Strategy Preparation & Proposal for New material.
* **P&L Analysis:** Conducting cost analysis & benchmarking to target Cost for the materials. Managed **P&L accountability** of the business unit to achieve all quarterly goals and stabilize business by optimizing model wise pricing of the trucks.
* **Strategic Sourcing:** Establishing strategic relationships with key vendors, achieving aggressive targets in terms of cost, quality, and delivery for strategic sourcing with compliances to services & materials for New Parts & Change Parts
* **Cost Analysis:** Analyzed Real Cost Drivers of specific segment to decompose total cost into specific functional categories & further broken down to sub-function to Create Cost Down Triggers

# PREVIOUS WORK EXPERIENCE

**Oct’2016- Nov’2019: Blueliner Software Services Pvt. Ltd. As Supply Chain Manager**

***Key Result Areas:***

* + Managed procurement of critical items and onsite material for projects in accordance with the quality, and all raw material for projects as well as optimized inventory, minimized costs, and improved responsiveness and quality.
  + Spearheaded entire gamut of vendor management including identification, qualification, registration, selection and performance based on their business share allocation / revision.
  + Monitored Warehouse Management and Operations function such as documentation, inventory tracking, transportation, rejection analysis.
  + Expedited procurement to payment (P2P) process for vendors through improved documentation / compliances, sign off and process automation.
  + Devised various schemes for WIN-WIN situation / vendors’ improved performance by controlling logistics costs and maximized efficiencies by negotiating contracts with fleet operators.
  + Participated in cross-functional coordination with Project, Planning, Warehouse and QHSE to prioritize the material requirement at different stages of the project and updating production and planning regarding the status of procurement weekly.
  + Stakeholder engagement, endorsed business ideas, strategies & preferred suppliers list and optimizing sourcing performance for target fulfillment.
  + Promoted & supported inter / intra-department coordination for effective contract/compliance management and resources utilization.
  + Ensured quality of work scopes is maintained and all work is performed in accordance with company policies and the Health and Safety at work act.

**Highlights:**

* + Managed BOM creation, RFQ floating & PO finalization for different Stages, changes & implementation in project.
* Attained a reduction in the overall freight transportation costs by determining the best and economical methods of transportation at regional and zonal locations.
  + Introduced robust processes of purchase function achieving clearance in audits.
  + Streamlined a robust pipeline of new products by ensuring designated shifts for projects and tender requirements.

**Aug’ 1995- Aug’2015: Indian Air Force as Supply Chain Specialist**

* + Played a key role as Procurement and Inventory in charge of Russian Missiles stores and coordinated with Russian and Israeli markets for the airborne store.
  + Ensure maintaining the smooth Supply Chain from Equipment Depots to End User
  + Managed dispatch of material to various locations as per invoice
  + Entrusted with the responsibility assessing the vendors on quarterly basis and blacklisting the vendors for not supplying items as per the agreed parameters
  + Conducting classes to subordinates and newcomers on IAF’s Policies, Procedures and various Regulations.
  + Skilled at improving the material forecasting to suppliers by framing robust processes and supervising in-bound and out- bound material.
  + Performed Security Audit of Aviation Stores and Internal Departments and conducted Inventory Control of security and electronic equipment.
  + Liaised with Tech Team for repair and maintenance schedules of Trainer Pilatus
  + Provisioned and Inventory In-Charge for Trainer Pilatus Aircraft Stores
  + Negotiated procurement and supply-related contracts and agreements.
  + Tracked and managed stock levels, delivery times and transport costs using IT systems.
  + Received and dispatched Indian Air Force consignments; supervise aircraft loading and liaised with technicians for repair and maintenance schedules of Trainer Pilatus
  + Acted as a provisioning and inventory In-Charge for Trainer Pilatus Aircraft Stores
  + Monitored stock levels and issued supply orders at appropriate time intervals within budget constraints.
  + Managed control order cycles and evaluated performance and quality.

# Accomplishments:

* + Successfully implemented a new computerized materials management system called Integrated Materials Management Online Systems (IMMOLS) in Supply Chain at Air Force Station Jodhpur.
  + Monitored counter restrictions posed by changing legislation, fuel price rises, and environmental concerns.
  + Part of Team selected by the higher management for working to implement IMMOLS (Integrated Materials Management Online System) an ERP exclusively developed for Indian Air Force
  + Instrumental in achieving serviceability state of aircrafts above 90% at all the times for enabling the trainees to complete the basic training in time.
  + Appreciated for ensuring good liaison with Army Supply Corps Depots for smooth collection of Fresh Ration including Milk and Meat for issuing to Messes of Air Warriors.
  + Ensured full utilization of funds allocated by procuring right item from right vendor at right place.

# CERTIFICATIONS

* + **Certified Supply Chain Management Professional, NIBM USA, 2020**
  + **Certified in Procurement and Supply Chain Operations (L3) CIPS, USA**
  + Certified Lean Six Sigma Green Belt, Hyderabad, 2019
  + Certified ISO 9001 Internal Auditor
  + Certificate of Competence in Material Management: Indian Air Force, Hyderabad. 2015
  + Certificate in Security Management in Strategic installations: Indian Air force, Hyderabad.2015
  + Certified Supply Chain Manager Life Sciences from NSDC Govt of India
  + Certified EHS Safety Manager Life Sciences from NSDC Govt of India
  + **Pursuing APICS CSCP**

# PERSONAL DETAILS

* + Date of Birth: 17th March 1976
  + Languages Known: English, German, Hindi, and Telugu
  + Address: Sri Raghavendra Nagar, Uppal, Hyderabad 500039