

# Prasanna Vignesh R

Procurement Sourcing Specialist  
Global Logistics Procurement

## CONTACT



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## PROFILE

Procurement Sourcing Professional with over **9+** years of experience dedicated in Supply Chain. Expertise in Commodity/Category Strategy Planning, Contracting & Negotiations, Auctioning (End to End Procurement Life Cycle Management), Risk Analysis, Project Planning etc. Adaptable and interested to explore new opportunities and responsibilities.

## EXPERIENCE

- **IBM India Private Limited** – 7.8 Years (December 2014 – August 2022)  
Procurement Sourcing Specialist & Operations Team Lead – Logistics (US, Canada & Caribbean Countries)
- Procurement Sourcing Specialist (Since 2019): Managing Logistics Procurement for US, Canada and Caribbean Countries (Bahamas, Trinidad & Tobago, Jamaica and Aruba) and suppliers for IBM internal clients.
- Global Policy Focal (2018): BCP (Business Continuity Plan) and Environmental Safety.
- Operations Lead (2016): Responsible for the operations team's TAT/ SLA Metrics, Compliance & Process Governance, Headcount and Capacity Reporting, etc.
- Operations Buyer (2014 to 2015): Responsible for Purchase Order Management, Invoice Clearance, Tax monitoring, Catalogue Management, Supplier Setup, etc.
- **Boilers Control Private Limited** – (Feb 2013 – Dec 2014) Project Engineer
- End to End Procurement Management, Monitoring & Following up the deliveries / production status with logistics & vendors.

## PRIMARY RESPONSIBILITIES

- Carrying out and analyzing RFPs, RFQs and RFI for new projects.
- Maintaining relationships with internal key stakeholders and suppliers through projects and scheduled meetings.
- Client communications for requirements.
- Perform Value Add Analysis/Source Selection - Perform Source Selection & Fair Value analysis and to document it in the tool.
- Contracting Activities- Understand requirements and build contracts with beneficial firm standards.
- Targets, Measurements and TATs as required- Implementation of the Commodity specific Strategy defined by the Councils to achieve the best for the firm.
- Business Controls- Responsible to meet Business Controls objectives of procurement, including ensuring ongoing audit readiness and supplier compliance checks.
- Process- Align Non-core Suppliers to our core supplier strategy, negotiating rates, payment terms and contracts with suppliers, new supplier setup etc.

## AREAS OF EXPERTISE

- Contract Management (Drafting & Redlining, Legal Reviews, eSignature & Execution, Termination & Renewals, Repository Management)
- eAuctions (Managing Online Events, Commercial Review, Supplier Evaluation & Fair Value Analysis)
- Supplier Management (Yearly Policy Updates, SRM Presentation, Contractual SLAs & Metrics review)
- Reporting (Spend vs Savings, Pipeline Projections, Opportunity Analysis)
- End to End Purchase Management (Purchase Orders, Proposal Review, Invoicing & Payments)
- Hands on source-to-pay experience in SAP S/4HANA source-to-pay and SAP Ariba implementation projects.

## LANGUAGE PROFICIENCY

English - Fluent  
Tamil - Native  
Swedish - Beginner

## TECHNICAL SKILL

SAPERP, SAP Ariba &  
SAP S/4 HANA

## HOBBIES & INTERESTS

an Avid Cyclist, a Bookworm,  
and a Casual Gamer.

## CERTIFICATIONS

- CPP – CPPM (Jun,2022), Certified Purchasing Professional & Certified Professional Purchasing Manager - American Purchasing Society.

## TRAINING PROGRAMS

- Influencing company's revenue
- Business Planning
- 7 Steps of Strategic Sourcing
- Negotiation Skills & Contracting.
- Leadership workshop
- Agile Methodologies
- Procurement category strategy design
- Influencing company's revenue

## AWARDS & RECOGNITIONS

- IBM Agile badge – Project execution
- IBM Cloud Core badge
- IBM Containers & Kubernetes badge
- Star of the Year – Twice @ IBM
- #1 - Sourcing Excellence
- Restlessly reinvent our company – @ IBM

## EDUCATION

- Bachelor of Engineering in Electronics & Instrumentation (2008 to 2012)
  - Anna University Trichy - JJ College of Engineering & Technology

## PERSONAL DETAILS

DOB: August 04, 1990  
Nationality: Indian  
Marital Status: Married  
Gender: Male

## LINKS

<https://www.linkedin.com/in/prasanna-vignesh-b0043954/>

## VISA STATUS

Eligible to work full-time under the Temporary Work Permit - Spouse Visa/Dependent Permit.