

M PRAHLAD RAJE URS



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PROFESSIONAL SKILLS

- Supply Chain Management
- Strategic Planning
- Global Sourcing
- Procurement
- Vendor Development & Management
- Contract Management
- Material Management
- Logistics & Distribution Management
- Warehouse & Stores Management
- EXIM / Shipping Operations
- Process Improvement
- Transportation
- Negotiation
- Risk Assessment & Mitigation
- Certified ISO 9001:2015 Internal Auditor
- Quality Assurance
- QMS System
- Custom Clearances
- Inventory Control
- Project Management
- Statutory Compliance
- Safety Management
- Budgeting / Cost Reduction
- Cross Functional Coordination
- Liaison & Coordination
- Training & Development
- Team Management

IT Forte:

Well versed with MS Office, SAP-MM, FICO & PP Module

SOFT SKILLS



SUMMARY

- ✚ **Logistics & SCM Certified from IIT Delhi, offering 19+ years of experience**
- ✚ **Presently associated with Elliott Ebara Turbomachinery India Pvt. Ltd., Bengaluru as Supply Chain Manager**
- ✚ Adept at managing overall Supply chain operations with key focus on top line & bottom-line profitability by ensuring optimal sourcing strategies as well as effective utilization of resources
- ✚ Acted as the cost-saving conscience of the company; negotiated aggressively on price & terms, regarding individual purchases & purchasing agreements
- ✚ Proficient in developing & streamlining systems with proven ability to enhance operational effectiveness and meet key product goals within the Cost, Time line, Quality & Delivery parameters
- ✚ Expertise in leading and driving several initiatives to enhance supplier's capability, supplier partnerships, achieve cost optimization, process improvements, streamlining the operations and budgets
- ✚ Possess sound Knowledge of Indian Import Regulations & Tax Structures with competency in functions like material planning & procurement, tracking proper schedule of planning & operations and supplier communication
- ✚ Dexterous in supervising the operations Stores Management including receipt of materials, storage issues, material disposal cycle, Identifying slow moving, non-moving & aged stock
- ✚ Adroit in working closely with all levels of management within the company & drove organizational change process, restructured supply chain organization
- ✚ Demonstrated ability to partner with Internal / external customers, Suppliers, Cross functional teams while delivering strategic & motivational leadership that spurs people
- ✚ Adept at ensuring optimum inventory levels to achieve maximum cost savings without hampering the operations
- ✚ Decisive leader with exceptional communication, interpersonal & negotiation skills

CAREER HIGHLIGHTS

- ✚ Instrumental in localizing 92% of GEA Butterfly Valve parts in India for global requirements
- ✚ Significantly reduced inventory level, enhanced supplier performances through Lean Manufacturing Concepts
- ✚ Played a stellar role as a part of QMS Team in preparation of department, SOP, work instructions and forms as per QMS requirements
- ✚ Successfully established mechanisms to control on raw material & FX price fluctuation of materials with price agreements to have better control on pricing

PROJECTS HANDLED

- ✚ Presently developing supplier sources for Steam turbine parts viz. steel castings, forged shafts, discs, turbine blades, spacers, nozzle ring etc. in India for both India & Global requirements
- ✚ Successfully developed suppliers for supply of Critical Fabrication & machined parts including Pistons, hydraulic tanks, critical sub-assemblies, critical movement parts for horizontal molding machines & mold handling systems
- ✚ Functioned as a part of CFT team working towards development of complete HVAC system for Toyota & Honda 4 wheelers
- ✚ Successfully developed:
 - Supplier base for Complete set of casings made of steel castings used in Steam turbine for India & Global manufacturing facility requirements
 - Fabrication & Machined components for Vertical & Horizontal Molding Machines, mold handling systems & Shot Blasting Machines
 - Sheet metal, Molded rubber & plastic parts, and packings for HVAC systems
 - Castings, forgings, machined components & trade bought out parts for BFV valves
 - Castings, forgings & accessories for steam turbines

EDUCATION

AMIME (BE/B.Tech.) from Institution of Mechanical Engineers (India), Mumbai in Jun 2001 – Dec 2005

Diploma (Mechanical Engineering) from Institution of Mechanical Engineers (India), Mumbai in 2000

Online Course on Logistics & SCM from Continued Education Programme, conducted by IIT Delhi Association with IACT Global in Feb'14

PREVIOUS ASSIGNMENTS

Aug 2007 – Feb 2011; DISA India Ltd., Tumkur as Team Leader - Materials (Sub-Contracts)

Growth Path:

Jan 2010 – Feb 2011; Team Leader - Materials (Sub-Contracts)

Aug 2007 – Dec 2009: Senior Executive – Materials (Sub-Contracts)

Jun 2005 – Jul 2007; Innovative Engineering & Tool Room, Bangalore as Section Engineer

Mar 2002 – Apr 2005; Automotive Axles Ltd., Mysore as Diploma Engineer Trainee

PERSONAL DOSSIER

Date of Birth: May 31, 1982

Address: Flat No: 2B, Survey No: 71/1, Maa Tara Rathnam, Behind Sobha Interiors, Bommasandra Jigani Link Road, Srirampura, Bengaluru-560105

Languages Known: English, Hindi and Kannada

EMPLOYMENT SCAN

Jun 2018 – Present; Elliott Ebara Turbomachinery India Pvt. Ltd., Bengaluru as Supply Chain Manager

Key Deliverables:

- ✚ Directing Supply Chain Team for development of supply chain base to cater material requirement for API Standard YR steam turbines & steam turbine package System
- ✚ Collaborating with Engineering & Supply Chain functions at different site locations in Germany, US, Japan for development of parts, assemblies & sub-assemblies for both India & Global requirements
- ✚ Worked as a part of CFT team in achieving VAVE activity towards cost reduction, design optimization activity
- ✚ Developing sources for accessories required for Steam Turbine Package like High-Speed Gear boxes, On/Off Valves, Pressure Gauges, Temperature Gauges, Lube oil systems from EIL & IBR certified suppliers based on project specific requirements
- ✚ Working on new product & vendor development, based on projects & engineering requirements, developing Steam Turbine Parts in India for India & Global requirements
- ✚ Facilitating team training, interacting with Admin Team to fulfill department requirements, preparing annual expense budget of department, submitting and fetching approval on the same from management
- ✚ Identifying & developing potential vendors for achieving cost effectiveness; assessing performance of vendors on competitiveness & reaction capabilities; negotiating with suppliers on prices & agreements and coordinating with production and logistics department (Establishing Logistics contract as well).
- ✚ Maintaining Continuous Process Improvement (CPI) process by managing and directing supply chain scorecard for the suppliers; monitoring performance by highlighting progress and areas to improve
- ✚ Streamlining the system & procedures for effective material control towards ensuring a ready availability of materials; implementing systems for avoiding situations like over-stocking/out-of-stock
- ✚ Formulating and implementing processes to reduce input costs by ordering components based on annual forecasts to take advantage of economies of scale
- ✚ Spearheading functions like material planning & procurement, tracking proper schedule of planning & operations and supplier communication; expert in cross-functional activities
- ✚ Administering import & export activities through approved freight forwarders & CHA's for on time clearance of goods from customs. Availing the necessary duty benefits as per the applicable customs law for the specified customs tariff code goods

Highlights:

- ✚ Represented Global Sourcing Team from India & coordinated with team for development of parts & materials in low-cost countries like APAC region
- ✚ Devised numerous value-added strategies that facilitated attainment of corporation and departmental goals
- ✚ Rendered assistance in continuous improvement initiatives with key suppliers
- ✚ Instrumental in redefining supply chain strategy resulting in an improvement of service provided to customers from 65% to 85% while reducing the operational costs
- ✚ Restructured supply chain system while making it economical and customer-friendly; worked with team towards reduction in logistics cost & improving order execution to meet planned intervals

Jul 2013 – Jun 2018; GEA Flow Components India as Assistant Manager – Purchase / SCM

- ✚ Administered plant purchase activities including Direct, Indirect, Capital Procurement, AMC & Service Contract Execution with vendors; led Purchase & SCM Department
- ✚ Conducted new supplier survey, audited suppliers, developed new suppliers for forging, sand casting, investment casting, plastic molding & machined components and planned raw materials & semi-finished parts, based on forecast & built stock as per Lean Manufacturing Concepts
- ✚ Acted as CFT Member for global sourcing activities of parts required for valves, pumps & compressor; established Logistics Partners for Domestic, Import Procurements & Export
- ✚ Executed Annual Maintenance & Service Contracts with suppliers for IT, Electrical, Civil, & Plant Maintenance activities; represented as member for Global Purchase Activity from plant, presented department performance to management in meetings across globe and worked on ERP (SAP MM & FI Module).
- ✚ Functioned as one of the Authorized Signatory for signing PO, verifying & approving suppliers' payments & company transactions with Govt. & Non-govt. organizations

Feb 2013 – Jul 2013; Mahindra Reva Electric Vehicles Pvt. Ltd., Bengaluru as Manager – SCM / NPD

- ✚ Led a 5-member team for timely procurement of sheet metal, fabrication, plastic molded and rubber components for E2O Car; instructed team members towards sending schedule to suppliers & monitored on-time delivery to support production line

Feb 2011 – Feb 2013; DENSO Kirloskar Industries Pvt. Ltd., Bengaluru as Senior Engineer (Purchase)

- ✚ Accountable for procurement of Stamping, Injection, Blow Molding and Rubber Components; aluminum & plastic raw material from domestic & overseas suppliers