

# TANVIR SINGH SAROHA

Contact: +91-9811314217 | E-Mail Tanvsaroha@hotmail.com

## ~ SUPPLY CHAIN MANAGEMENT ~

*Profit & value-driven professional with pioneering success, business acumen, trusted service records and accomplishments*

### PROFILE ABRIDGEMENT

- A Senior Leader with combined multi-sector experience (including Manufacturing, Consultancy and Service sectors) in managing customer-centric, responsible, profitable, safe and sustainable end to end Supply Chain Management
- Manufacturing & Service sector experience involves building robust supplier ecosystems, supplier development, and performance governance, global & local sourcing of raw material, value creation, cost & process optimization
- Consulting experience involves providing advisory services to clients, helping them identify opportunities in existing processes & costs, and strategizing the most suitable supply chain methodologies to deliver benefits to the organization.
- Verifiable experience in developing and alignment of business road map with function strategy. Driving transformational journey with the team through procurement strategies, innovations, initiatives, stretched targets and out of the box thinking.

### FUNCTIONAL & DOMAIN SKILLS

<b>Domain Experience</b>	▶ Smart City, Consumer Electronic Durables (Manufacturing), IT Hardware, Professional Consultancy Services, Telecom & Infrastructure (Services sector), Optical Fiber Cable, In-building solutions, FTTH
<b>Category and Commodity Experience</b>	▶ Metals, Polymers, Civil items like sand, cement aggregate, electronic equipment like PCB, speakers, power cables, IBS components, microprocessor, electrical motors, IT equipment like routers, switches, access points, WIFI, Bandwidth procurement, mechanical process like fabrication, galvanization, power coating etc.

### CAREER TIMELINE



### PROFESSIONAL ACCOLADES

- Gold Card (highest recognition in the organization) for efforts to create value for the organization (FY 2016-17) in Indus Towers
- Best Annual Yellow Belt Project Award for Process Transformation (2014-15) in Indus Towers
- Best Annual Process Excellence Project Award for cost reduction initiative (2013-14) in Indus Towers
- Galaxy Award at Wipro for best delivery for Bharti Airtel Q2 (2007-2008), India
- Customer Satisfaction Award at Wipro for Bharti Airtel Q2 (2007-2008), India
- Best Functional Employee at LG Electronics on Oct 04, India
- Best Process Innovation Leadership - Tower Strengthening Industrialization: Frost & Sullivan

### EDUCATIONAL BRIEF

- MBA (Purchasing & Operations Management) - Amity Institute of Management 2007
- B.E. (Electronics & Power) - Nagpur University 2000
- Certifications: PRINCE2, foundation and certified practitioner 2008

- Certifications: Six Sigma - Green Belt (L.G. Electronics) 2004
- Building the Future Leaders of Indus Towers – Harvard Business Publishing

2018

## EMPLOYMENT RECITAL

### INDUS TOWERS LIMITED

Indus Towers (World's largest telecom passive infrastructure company) is an independently managed company offering passive infrastructure services to all telecom operators and other wireless services providers such as broadband service providers. Incorporated in November 2007, Indus Towers Limited has been promoted under a joint venture between entities of Bharti Group, including Bharti Infratel Limited and Vodafone Idea Limited, to render passive infrastructure services to telecom service providers. With 125,000 towers in 15 circles across the country, Indus has the most extensive coverage in India and has already achieved 288,013 tenancies, a first in the telecom tower industry globally.

#### **Chief Operating Officer- Maharashtra and Goa Telecom Circle – Indus Towers Limited** (Feb 2020 to Present)

Leading the operations of one of the largest telecom circle in India with tower installation base over 13,000 towers, responsible for Deployment, Operations, Quality and Planning function. Reporting to Circle CEO and supported by a team of 200+ professionals across circle office.

- Led the formulation of the circle specific business strategy with circle CEO and driving regional revenue and EBDITA growth.
- Directing the overall business success with three pillars – partners, customers, and teams.
- Design and implement business strategies, plans and procedures to drive business growth.
- Establish policies that promote company culture and vision.
- Oversee daily operations of the company and the work of function heads ( Operations, Projects, Technology, Quality Sales and Marketing, SCM)
- Evaluate performance by analyzing and interpreting data and metrics

#### **General Manager – Corporate Supply Chain Management** (March 2017 to Present),

*Deputy General Manager – Corporate Supply Chain Management* (Nov 2012 to March 17), Indus Towers

- Handling spend base of RS INR 20000 mn spread across 400+ strong supplier base. Reporting to CPO and supported by a team of 16 supply chain professionals across corporate and circle offices.
- Heading the Supply and Service partner procurements, contract finalization across India in telecom tower building, Smart City, Optical Fiber Cable, FTTH, Inbuilding solution, etc.
- Establishing a robust supplier ecosystem new business (Fiber, Smart City, FTTH) and Building Robust Supplier Ecosystem (existing Business) to overcome growing challenges of customer requirement in terms of delivery, cost, and quality
- Envisioning the technology advancement in industry and innovation solutions
  - o Introduction of e-bidding platform partners and strategic procurement
  - o Introduction of Tower Strengthening Industrialization model. (reduced TAT by 1/4 with consistent quality) – Awarded as Best **Process Innovation Leadership Category, Manufacturing Sector:** Frost & Sullivan
  - o Developed a QR code system for asset management
  - o The extended warranty period of IBS sites from 1 Year to up to 7 years.
- Managing 95% of circle operation spend (Supply & Services) through Rate contract, Market analysis, and Cost benchmarking. Negotiate long term contracts with Suppliers to ensure optimum costs of purchase and reliable supply.
- Drafting & Implementing Supply Chain Strategies like Share of Business, Contract management, Supplier Performance rating and reviews, Implementing Environment, Health & Safety standards aligned with corporate strategy.
- Developing, implementing and Leading Supplier Relationship management through a Structured Contract Governance program with suppliers. Working on value creation rather than just negotiation with suppliers.
- Alignment of my vertical with business goals by integrating sales and operations planning, continuous improvement, and operational excellence strategies.
- Developing team members by driving transformational projects through Procurement strategies, innovations, initiatives, stretched targets and out of the box thinking.

#### **Highlights of the Role:**

- Developing and leading the implementation of various strategic sourcing initiatives:
  - o Concept development to implementation of Cost Avoidance exercise: Support to 3% deflation target
  - o Direct procurement for better quality and cost in high-value procurement items
  - o Supplier Rationalization process implantation to promote performing partners
  - o Regular Market price survey to ensure competitive costing
  - o Introduction of battery power tools for tower tightening activity (reduced TAT by 1/4 with consistent quality)
  - o Enhanced Vendor Satisfaction Score from 3.46 to 4.33 (out of 5, approx. 40% higher) in 2017 of build services vertical.

#### **PREVIOUS ENGAGEMENTS**

***KPMG (Nov 2008 to Nov 2012)***

##### ***Senior Management Consultant (Supply Chain Management)***

Enriched management consulting experience by providing advisory services in establishing, strengthening, and streamlining the business process in supply chain and operations for clients in Europe and Asia. Consulting experience involves identifying cost-saving opportunities and strategizing the most suitable supply chain methodologies to deliver benefits to the organization with actual realization. Key Projects undertaken are:

#### **Cost reduction and opportunity assessment project**

•Client: Leading Consumer Retail Sector Organization (UK): Cost reduction program for GNFR (Goods not for resale). Lead IT and Telecommunication category to achieve savings ranging from 15% to 25%. Cost optimization achieved by effectively using economies of scale and consolidating scattered requirements and using e-sourcing and negotiation with incumbent suppliers.

•Client: Leading Financial Sector Organization, Insurance (UK): Carried out analysis to provide context and understanding of the current state of procurement maturity of 8 focused subsidiaries across Europe and Latin America. This assessment also involved a review of key categories and their cost benchmarks as compared with the industry of their current spend.

•Other similar projects: British Telecom, Wragge & Co (retail), Focus DIY (retail), Nationwide BS (Bank), Willis, ARM (manufacturing), Football Association (services) etc.

#### **Strategy and process improvement:**

•Client: Leading Financial Sector Organization, Banking (UK): Led the assessment of actual purchase to pay (P2P) platform to evaluate various options of building the best in breed procurement platform. Deliverables included indicative cost-benefit analysis for different options (Like SaaS, Hybrid P2P model & internally and externally hosted P2P BPO/Shared services) from multiple service & technology providers based on the module requirement.

•Client: UK Leading Oil & Gas sector (U.K): This work was the crucial part of a strategic program – an enterprise initiative to standardize the existing processes (upstream) as per the industry best practices.

Wipro Consultancy Services (Oct 2006 to Oct 2008)

##### ***Management Consultant (Supply Chain Management)***

Enriched management consulting experience by providing advisory services in establishing, strengthening, and streamlining the business process in the supply chain. Key Projects are undertaken:

#### **Supply chain process re-engineering**

Client: India's leading Telecom Organization: Functioned as a Business Analyst for supply chain process transformation from decentralized to centralized processes

- Studied as well as analyzed end-to-end supply chain processes (AS-IS) and designed business requirement specification for technology enablement of the standardized to-be processes
- Headed the Customer-Supplier portal module, which includes content finalization, designing, modification of operations to meet the business requirement.

#### **Global & Local Sourcing**

• Client: India's Leading Water purifier & Vacuum Cleaner manufacturer (Consumer Electronics): Worked for cost optimization of electronic (PCB, Switches, Harness) & mechanical components (Plastic, Rubber, Packaging) through negotiation, basis zero-based costing and value engineering to achieve an overall saving of 22%. Led a cost optimization project for various electric motors for vacuum cleaners through global sourcing (LCCS).

**L.G. Electronics India Pvt. Ltd. (Mar 2002 to Oct 2006)**

##### ***Asst. Manager (Sourcing & Procurement)***

I am spearheading Sourcing and Procurement (as Team Leader) to facilitate global sourcing and local procurement components (Mechanical components), achievement of organizational goals with strategic responsibilities pertaining to planning (Demand management), capacity planning (supply capability, constraint elimination, flexible supply chain), heading a team of personnel in the factory and 50 plus suppliers including local and global sources for CTV/MNT and Desktop PC & DVD.

Procedural & Functional Expertise:

- Establishment of global supply base on the most stringent cost & quality standards for PC division.
- Localization of parts/suppliers to reduce inventory logistics time.
- Capacity planning for peak season requirements.
- Product development at the component level.
- Contract management and negotiation with suppliers to meet cost-saving targets
- Raw material planning (ABS, HIPS, PP resins) for moulding (plastic) suppliers (price and capacity)

**Career Commencement:** *Executive Engineer ■ Innodata India Pvt. Ltd. (Oct 2000 to Mar 2002)*

#### **Personal Details**

Date of Birth: 08th August 1979, Address: Gurugram, Haryana, India