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RASHMI PATHAK

OBJECTIVE

Aspiring for senior level assignments in Supply Chain Management domain with a growth Oriented Organization.

SUMMARY

- Currently working into **Supply Chain Management** as **Chief Manager** in **Sterlite Power**
- 12 Years of extensive experience into eSourcing domain across industries, Supply chain Management, Process Excellence & Contract Management.
- Worked with **TATA group of Companies** for 10 Years
- MBA (IT & Marketing) from BIMM (prev. IIMM), Pune and B.com from Kanpur University.

KEY SKILLS

- **FUNCTIONAL:** Strategic Sourcing, Assisted Sourcing Services, Change Management, Enterprise Procurement system, Vendor Management, Process Excellence, Contract management, Purchase and Process Automation
- **TECHNICAL:** e – auction, ARIBA, e –tendering, Microsoft Office, Salesforce, SDA module, SAP.
- **INDUSRIES:** Iron and Steel, Cement, Fertilizers & Chemicals, EPC (Project Companies), Heavy Engineering and Utilities, Washery, Power, Refractories, Hospitality, Constructions.
- **CATEGORIES:** Metal, Cement, Capital Equipment, Raw material, MRO, Packaging, Electrical, Logistics, Chemicals, Minerals, Oils & Gas, Service Contracts and Project Packages.

EXPERIENCE SUMMARY

S/N	Designation & Company	Job Description & Tenure	Key Deliverables
1	Chief Manager Sterlite Power	Supply Chain Management <i>Jan'2019 to Dtae</i>	Process Excellence & Contract Management
2	Sr. Manager mjunction services ltd JV TATA & SAIL.	Client Servicing & Business Development with existing and new clients. <i>July'2007 to Dec'2018'</i>	Strategic Sourcing Planning/Revenue Assurance/Assisted Sourcing Services/ Domain Consulting/Client Retention. Defining value proposition to the new client.

PROFESSIONAL ACHIVEMENTS

- **Group CEO Award** FY19-20 for successful implementation of eSelling process for Scrap.
- **Achievers Award** for Process Automation.
- **Received Badges directly from users i.e.** Project Director, CPO, Reporting Managers etc.
- **Star Performer in FY12-13 & FY11-12.**
- Interviewed as **“featured employee”** of mjunction
- **Rewards and Recognitions** within the Organization and **appreciation letters** from the clients for value creation.

WORK HISTORY

Sterlite Power –Jan’2018 to Date	Location New Delhi
Key Responsibility: SCM: Process Excellence & Contract Management	
<ul style="list-style-type: none"> • Ariba implementation, starting from Scope finalization to implementation. • Ongoing support partner on boarding. • Established functional policy and multiple processes to strengthen the overall sourcing and Procurement working and audit compliance. • Several digital system and process improvement initiatives. Key contributor towards futuristic strategic projects. • Governance to PR-PO Process. • Contract Governance • Responding to claims to the various EPC and Civil Partners at various stage to different Projects • Stakeholders management. • Ensuring Compliances and keeping a close track of the same. 	
mjunction services ltd. July 2007 to December’2018	Location Kolkata/NCR
Key Responsibility: Client Servicing in Procurement Consulting for Multiple Accounts	
<ul style="list-style-type: none"> • Led strategic sourcing project for a large scale MNC (Cement industry) • Scaled up the business profits with a through Assisted Sourcing Services for the major Fertilizer companies in India • Successful execution of e-RA with the Price benefit of INR 50 Cr (cumulatively) for the EPC Contract for the Development of 50 MW & 32 MW capacity Solar Power with the TV value of INR 350 Cr & INR 170 Cr respectively for a premier organization in the country for development of hydropower - a Govt. of India Enterprise • Client servicing for consecutive 2 years for a particular account, fetched a significant price reduction of > 13% with the event execution of > 60 reverse auction resultants into a contract extension for another 2 years with the increased fee of almost 4%. • Executed a pilot project for the finalization of rate contract (PAN India) for the electrical equipment’s (1000 AC’s) through e-tendering & e-sourcing platform for India's Largest Hospitality Company – Outcome of the event is resulting into a yearlong contract. • Managed spend of over INR 150 Cr of 3 Key accounts for their capex, commodities/ raw Materials logistics, Electrical equipment’s to drive cost reduction in tune of 6%-9% Procurement lead time reduced by 14% through cost modeling, e-Sourcing migration. • Successfully executed various business development projects on supply chain, e-Sourcing, strategic sourcing, and Assisted Sourcing. • Worked as onsite Client Relationship Manager and managed Project and Operational Buy for Steel & Power Sector through eSourcing services. • Major category served and explored are: Steel, Electrical, Raw Material, Road Transportation & Ocean Freight, Cement, Packaging, Capital Equipment, Services, and Chemical etc. • Managed Sourcing for more than INR 1500 Cr in 3.5 years. • Aggregated price benefits for 3 years in terms of savings was more than 7% managed through online price negotiation tool. 	

- Optimization of input and sourcing costs, inventory levels, and maintain efficient supply chain processes besides managing supplier relationships.
- Added value to the clients by **formation and implementation** of different **bidding strategies**.
- **Provided consultancy** to the client by **strategizing the sourcing move** based on **TCO approach**.
- Strengthen up the client relationship ever more in last 3 years.
- ***Tapped the major pain area of the client organization related to supply constraints*** and mitigated through a special project launched for Introduction of **New Sources & Cost Reduction from the estimated price**. The spend category contributes 20% of the total spend
- The **spend portfolio comprises of diversified categories** which include **(i) Raw Material (ii) Ocean Freight, (iii) Project Buy, (iv) Strategic Items, (v) AMC, (vi) Capital Items, (vii) Turnkey Projects, (viii) ARCs etc.**

EDUCATION

PGDM – IT & MARKETING MANAGEMENT FROM BIMM, PUNE 2005-2007 | 72 % AGGREGATE

B.COM FROM KANPUR UNIVERSITY, KANPUR 2001-2004 | 63 % AGGREGATE

- TRAINED ONSITE AT MAJOR STEEL PLANTS OF SAIL & TATA STEEL I.E. RSP, BSP, BSL, DSP, ASP& TISCO .
 - Volunteer for ejunction - won Best CSR practice award at AIMA meet.
 - Won Bronze medal in Women Race for 200 Meter.
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PERSONAL DETAILS DATE OF BIRTH: 30TH MAY 1983, GENDER: FEMALE, MARITAL STATUS: MARRIED