

## Contact

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(LinkedIn)

## Top Skills

Project Management  
Critical Thinking  
Contract Negotiation

## Languages

Hindi (Full Professional)  
English (Professional Working)

## Certifications

Statistics for Data Science and  
Business Analysis  
RISK MANAGEMENT for Supply  
Chain and Procurement specialists  
How to Buy Software - IT  
Procurement  
GE Aerospace - Explore Supply  
Chain Job Simulation  
Excel Fundamentals for Data  
Analysis

## Honors-Awards

ICONS Award  
Outstanding Performance in Class X  
Academic Achievement Recognition

## Publications

Reduction of Defect and Variation  
Using Six Sigma Methodology in an  
Instrument Manufacturing Company

# Devanshu Rathore

Sourcing Analyst @ Air Canada | Supply Chain Enthusiast | Ex  
Bombardier | Ex L&T | Concordia and NIT-B Alumni | Strategic  
Procurement Expert | Maximizing Value Across Global Supply  
Networks

Montreal, Quebec, Canada

## Summary

As a Supply Chain Intern at Bombardier and a Master of Engineering student specializing in Industrial Engineering at Concordia University, I am passionate about leveraging data analytics and procurement expertise to optimize supply chain performance and drive cost savings. My published research on Six Sigma methodology underscores my ability to conduct rigorous analysis.

With previous experience at Air Canada and L&T Hydrocarbon Engineering, I successfully managed governance and KPI evaluation as well as end to end procurement of high-value EPC projects for esteemed clients including Saudi Aramco, Sonatrach, and Indian Oil.

I excel in devising cost-effective sourcing strategies, auditing contracts, and implementing compliance and governance measures through SAP-driven dashboards. My negotiation skills and commitment to contractual obligations ensure effective supplier relationships.

Dedicated to collaboration, innovation, and continuous improvement, I am eager to apply my academic excellence and real-world expertise to contribute to your organization's success.

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## Experience

Air Canada  
Knowledge Management Analyst  
July 2024 - Present (1 month)  
Montreal, Quebec, Canada

Concordia University

## Teaching Assistant

January 2024 - April 2024 (4 months)

Montreal, Quebec, Canada

Teaching assistant for Probability and Statistics for Engineers (ENGR371)

## BOMBARDIER

### Supply Chain Intern

August 2023 - April 2024 (9 months)

Montreal, Quebec, Canada

Crucially supported end-to-end contracts and administered agreements, ensuring timely delivery of diverse commodity projects. Liaised effectively with internal teams and suppliers, contributing to executive and commodity reviews

- Contributed significantly to the financial operations by actively participating in the assembly of claims and discount credit notes, handling transactions valued over \$0.5 million, and ensured accuracy and compliance
- Facilitated negotiations and provided support in 10+ contract negotiations, commercial agreements, product changes, and contract amendments for other supply chain agents

## Air Canada

### Strategic Procurement Intern

May 2023 - August 2023 (4 months)

Montreal, Quebec, Canada

Oversaw department KPIs through Power BI. Explored suppliers for diverse procurement initiatives, aiding in decision-making. Engaged in RFP procedures, evaluating suppliers for strategic insights

- Supervised end-to-end execution of Compliance and Governance dashboard for monitoring 10+ department KPIs
- Conducted comprehensive supplier market research and market analysis for 5+ diverse procurement projects, including procurement transformation, contributed to informed decision-making and strategic sourcing and optimized sourcing processes
- Assisted 4 Procurement Managers to streamline RFP processes in Ariba, actively involved in the development of evaluation matrices for assessing suppliers' proposals and delivered strategic recommendations

## L&T Hydrocarbon Engineering Limited

3 years 1 month

## Sr. Engineer Procurement (Mechanical Package Equipment)

July 2020 - July 2022 (2 years 1 month)

Vadodara, Gujarat, India

Guided oil and gas procurement for EPC projects, managing the cycle from RFQ to PO. Executed sourcing plans in achieving notable cost reductions. Devised a specialized cost estimation calculator, enhancing project cost efficiency.

- Led end-to-end procurement cycle of 0.3 - 1 billion USD EPC projects for Oil & Gas clients like Aramco, KOC and Sonatrach
- Identified potential suppliers, analyzed supplier capabilities, floated RFQs, prepared quotation tabulation sheet (QTS), selected suppliers, determined prices, and framed contractual terms & conditions
- Maintained requirements using SAP, negotiation, and Supplier management to execute purchase orders with suppliers
- Developed and executed sourcing and negotiation plans, monitored market conditions, identified supply/demand challenges and opportunities, leveraged internal benchmarking and parametric evaluation to achieve a notable 15% reduction in project costs and informed decision making
- Nurtured effective relationships with multiple stakeholders, both internal and external to the function, to support negotiation strategy
- Floated RFIs & RFPs and supported proposal & estimation team by providing competitive estimation for tender under bidding for clients like Saudi Aramco, Sonatrach, Hindustan Petroleum, Kuwait Oil Co., Indian Oil Co. etc
- Collaborated with 100+ suppliers, identified and implemented cost reduction opportunities aligned with contractual agreements, utilizing relevant cost models for analysis and optimization

## GET in Procurement

July 2019 - June 2020 (1 year)

Vadodara, Gujarat, India

Acknowledged for creating a cost estimation calculator for fasteners, resulting in a commendable 12% reduction in order prices and increased overall project cost efficiency

## UltraTech Cement

Operation Management Trainee

June 2018 - June 2018 (1 month)

Nimach, Madhya Pradesh, India

Summer Internship to support the operation team of cement manufacturing control unit and thermal power plant control unit, understand the types of mills and their application in cement manufacturing

### Tata Motors

#### Internship Trainee

December 2017 - December 2017 (1 month)

Jamshedpur, Jharkhand, India

Winter internship on "Assembly Process of Tata Signa 4923.S TML" to understand the complete assembly process of a truck, bottleneck operations, and uses of different material handling equipment.

### Indian Railways

#### Trainee

June 2017 - June 2017 (1 month)

Ratlam, Madhya Pradesh, India

### JKCement

#### Trainee

December 2016 - December 2016 (1 month)

Nimbahera, Rajasthan, India

Project on "Cement Manufacturing Process and Use of Crushers in Cement Industry"

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## Education

### Concordia University

Master of Engineering - MEng, Industrial Engineering · (September 2022 - April 2024)

### Maulana Azad National Institute of Technology

Bachelor of Technology - BTech, Mechanical Engineering · (August 2015 - April 2019)

### Shiv Jyoti Sr. Sec School Talwandi, Kota

Class XII, Physics Chemistry and Mathematics · (April 2014 - June 2015)

### Central Academy

Class XI, Physics Chemistry and Mathematics · (May 2013 - March 2014)

Kendriya Vidyalaya (KV)

Class VI to X · (April 2008 - May 2013)