

NARAYAN Y. WATHULKAR

Flat No.7, Padmaja Residency, Vrindavan Nagar Nashik

Mob: 9850004404

Email: wnareshin@gmail.com, wnaresh@live.com

Languages: English, Hindi, Marathi (all speak, read, write)

DOB: October 22, 1976, Married



===== CURRICULUM VITAE =====

- **Overall Work- Experience:** Close to 15 years.
- Performance-Driven Manager - Purchase & Commercial having 15 years experience.
- Increase management's effectiveness by recruiting, selecting, orienting, training, coaching, counseling, and disciplining managers; communicating values, strategies, and objectives; assigning accountability; planning, monitoring, and appraising job results; developing incentives; developing a climate for offering information and opinions; providing educational opportunities.
- Develop strategic plan by studying technological and financial opportunities; presenting assumptions; recommending objectives.
- Accomplish subsidiary objectives by establishing plans, budgets, and results measurements; allocating resources; reviewing progress; making mid-course corrections.
- Coordinate efforts by establishing procurement, production, marketing, field, and technical services policies and practices; coordinating actions with corporate staff.
- Build company image by collaborating with customers, government, community organizations, and employees; enforcing ethical business practices.
- Maintain quality service by establishing and enforcing organization standards.
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Contribute to team effort by accomplishing related results as needed.

Supplier Product Development Focus:-

- Understanding customer new product requirement & its function at customer end processing & planned purchase requirements to product specifications.
- Analysis of product failures & its failure criteria at supplier processing stages to plan the further improvement action.
- Understanding of supplier sustainability requirement & its awareness training at supplier end.
- Supplier development activity for QMS & EMS requirements ;
- Supplier commercial & technical issues resolution & streamline the product supply & internal production line.
- Reconciliation & supplier as well as internal inventory control management.

- Presently working as a '**Purchase & Commercial Manager**' at **Anupriya Ultratech W-98 A MIDC, Ambad Nashik, Since From Aug.2017 ,**
Company Brief :- Anupriya Ultratech is engaged in manufacturing & assembly of car parking equipments for R. R. Globle Group Mumbai , Also engaged in manufacturing electrical bus bars equipments for Efaces India, Nashik. **Best Seller in retail markets, Fixtures & furniture's.**
- **Select core competencies developed are** Lead, execute, coordinate, advise, review, analyze, assess, write, develop, resolve, strategies, learn, communicate, design, implement, co-operate, support, influence, innovate, train, build capacities and also ability studying, learning and delivering.

Areas Of Expertise :-

- **Procurement/ Sourcing:-**
 - Identifying & developing potential vendors for the right sourcing thereby achieving cost effective purchases of raw materials; eliminating project / manufacturing bottlenecks & reduction in lead time.
 - Developing / sustaining the existing network & effectively managing the supply chain, ensuring timely and cost effective deliverable.
 - Handling development of key procurement strategies for direct & indirect materials and ensuring that plans are aligned with production / project requirements
 - Procuring raw materials and ensuring strategies aligned with enterprise and client objectives.
- **Materials Management:-**
 - Developing / modifying procurement strategies for purchase and establishing methods to achieve project targets and resource planning.
 - Meeting customer orders by designing, implementing and monitoring procurement schedules.
 - Finalizing the specifications of materials, establishing quality & quantity limits for effective inventory control and reducing wastage's.
 - Streamlining systems and procedures for effective inventory control for ensuring ready availability of materials to meet production targets.
- **Vendor Development:-**
 - Assessing the performance of the vendors based on various criterion's such as QMS, EHS..etc ,Quality performance by reduction in percentage for rejections, quality improvement rate, timely delivery, Improvement in delivery performance , credit terms, etc.

- Overseeing follow-up with vendors for timely deliveries, and quality checks & ensuring timely payments.
- Monitoring incoming materials supplied by vendors & ensuring their quality & quantity specifications.
- Assisting vendors in production processes and providing them suggestions for improving process efficiency which affects the quality & delivery performance.
- Manpower allocation & its management as per production planning & process.
- Communicate job expectations; planning, monitoring, appraising and reviewing job contributions.
- Plan and review compensation actions; enforcing policies and procedures.
- Contribute operations information and recommendations to strategic plans w.r.t. client requirements and reviews, prepare and execute action plans;
- Implement production, productivity, quality management standards and customer-service standards; Resolve internal as well as external issues, Audit assessments & its completion identify improvement trends w.r.t. product process & organization.
- Forecast requirements; prepare an annual budget; schedule expenditures; analyze variances; initiating possible corrective actions.
- Develop operations systems by determining product handling and storage requirements; develop, implement, enforce and evaluate policies and procedures; develop processes for receiving product, equipment utilization, inventory management and control by reduction stock variances.
- Analyze material process work-flow, resource requirements and internal work-flow layout as per required changes. Maintain safe and healthy work environment by establishing various EHS standards, complying with legal regulations & support to sustain.
- Co-ordination with all department managers and supervisors, with review/approval responsibility for all operations employees.
- Establish contracts and pricing and ensuring proper maintenance and serving as primary liaison with utilities and local government agencies, such as fire, police, health and safety agencies.
- Manage relationships with key operations vendors, Track vendor pricing, rebates and service levels.
- Review and approve all operational invoices and ensure they are submitted for payment
- Serve as primary point of contact when there are customer issues related to equipment quality, customer service, or accidents and mishaps on-site. In particular, this includes any issues on-site at client facilities, such as breaking a fence or tape residue on flooring.
- Work closely with top level management team to set and/or implement policies, procedures and systems and to follow through with implementation.
- Work closely with the inventory manager and team to perform analysis of our inventory and ensure we are utilizing our inventory effectively, purchasing the right equipment, maintaining solid inventory data and reduce sub-contracting expenses.

Work Experience (1 Years 11 months)

Manager – Purchase and Commercial, Prabaht Elastomers Pvt. Ltd, Mumbai Since from Aug 2015 to July 2017 .

Key responsibilities: Procurement/ Sourcing, Materials Management, Vendor Development

Company Brief:- Prabhat Elastomers is engaged in manufacturing of rubber Moulded sealing seals & seals exporters, used in pipping industries .

Achievements

- To develop required child parts for Metal Rings & Press components from single source to multi-source.
- Reduced 10% inventory of major RM i.e. Rubber & Rubber Chemicals w.r.t production consumption.
- Consolation & Standardize the vendors for all sourcing material & initiating the projects at vendor end lik. cost reductions, vendor QMS development...etc.
- Manage raw material & its inventory level at manufacturing unit located at Sarigam, Gujrat,
- Co-ordination & inventory management with Manufacturing team from Mumbai H.O. & visits at manufacturing unit for the other requirements like Tool & Die, Machinery ..etc. maintenance from outside agencies & its co-ordinations.

Work Experience (6 Years)

Manager- Purchase and Store, Suyog Rubbers (I) Pvt. Ltd. July, 2009 to August 2015

Company Brief:- Suyog Rubber engaged in manufacturing of rubber & Rubber to metal bonded NVH products supplied to Mahindra & Mahindra Ltd, Tata Motors, Brookman Rubber (USA) ,...etc. all automotive as well as non-automotive customer.

Achievements

- Mahindra LMV gear lever development from single source to multisource in JIT Concept.
- New development of Mahindra LMV engine mounts & Mahindra two wheeler suspension bushes for Nasik, Haridwar & Indore mfg. unit.
- Reduced 45% inventory of major RM i.e. Rubber & Rubber Chemicals.
- Reduced 18% cost & process of tubes & press metal components.
- Successful implementation from tally ERP to Microsoft access base software for inventory control system.
- Consolation & Standardize the vendors for all sourcing material.
- Active participation in switching the ISO std.(ISO 9001:2008) to getting TS certification. (16949:2009)
- Involving supplier for the TS as well as EHS system implements as a Vendor Development program.

Work Experience (6 Years -3 Months)

Accounts Executive, Purchase and Commercial, Mangala Auto Engg. Pvt. Ltd, Pune, March 2003 to June 2009.

Purchase & Commercial: Maintain Store Ledgers, Purchase Planning, Arrange, Material as per requirement, Preparation of Inventory (Stock) Statement, Stock Reconciliation, Sent Enquiry, Cost Comparison & Cost Reduction, Purchase order finalization.

Accounts: Purchase, Sales & Receipt Entry, Bill passing & Party Payment, Reconciliation Of Bank A/C. & party Ledgers, Preparation of Sales Tax (Vat) Return & Excise Return, Preparation of Octroi Statement & Filling, Preparation of Bank Stock Statement.

Educational Qualification:

1. **B.Com – Passed in 1998:- Accounts & Economics from Nagpur University**
2. **M.B.A.- Passed in 2013 :-External from ASCEND Institute of Management & Engineering, Aurangbad.**

Certifications / Trainings :-

- Certified Internal Auditor for QMS system – IATF – 16949: 2016, Conducted by Unique Consultancy Services, Nashik.
- Certified Internal Auditor for QMS system - ISO 9001:2015, Conducted by Unique Consultancy Services, Nashik.
- Certified Internal Auditor for EMS system - ISO 14001:2015, OHSAS- 18001 : 2007, Conducted by Unique Consultancy Services, Nashik.
- Certified Trainer for ERP System – Inventory Management & Control awareness, By Sulsoft, Nashik.
- Sustainability management training conducted by Mahindra & Mahindra Ltd. Nashik.
- Lean Manufacturing & Mass Manufacturing awareness training conducted by Mahindra & Mahindra Ltd. Tractor Division, Kandivali.

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes qualifications, my experience and me.

Yours Sincerely,

Mr.Narayan Yoginath Wathulkar