

# DIPAK MOTIRAMANI

B.E Mechanical Engineer

Field -: SCM/Procurement

Current Location-: Ahmedabad

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## Career Objective

To succeed in an environment of growth and excellence and earn a job which provides me job satisfaction and self-development and help me achieve personal as well as organization goals.

## Professional Snapshot

- 5+ Years of Experience within Supply Chain Management & Procurement
- Currently working with **Torrent Group's(10 Billion USD) Pharma Sector in Engineering Procurement as Executive Purchase** ,Handling Purchase of 20 Million USD For Gujarat Plants
- Previous Organizations was **RaneNskstreeing systems Pvt Ltd – Joint Venture of RaneGroup(680 Million USD) & NSK Ltd (7.7 Billion USD) as Executive – purchase**, handling purchase of annual 15 Million USD & before that **Ingersoll Rand (12.4 Billion USD) Worked as Material Planner** Handling Annual Purchase of 12Million USD
- Proficient in handling complete program launches of new products & Midyear Enhancement with strategic sourcing.
- An effective communicator with excellent relationship management skills and strong analytical, problem solving & Organizational abilities.

## Core Competencies

### Purchasing/Global Sourcing

- Strategic Planning &Global Sourcing of Mechanical And electrical Components, Budgeting & Cost Analysis
- Developing and implementing Key Procurement Strategies, Global Resource Utilization and EnsuringTimely Sourcing to meet Production requirements
- Managing Range of Proffered Suppliers, Developing Positive Supplier Relationships aligned to Business

### Program Planning and Management

- Monitoring Projects with Respect to Budgeted Cost , Sourcing Activities and Timely Execution of Projects
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### New Program Development

- Coordinating the entire Project Launch Development Activities Including Requirements Analysis , Prototype Development through Supplier and testing & Validation Activities
- Estimating new tooling Requirements, Identifying Localization parts & its investmentcost; Coordinating for the approval for the total Program Investment cost

### Material & Production Planning

- Ensuring zero production loss due to any material delay by effective material planning & Risk Calculation based on Supplies conditions
- Analysing customer demand based on forecast & Ensuring Effective production planning to balance Customer demand & Inventory levels as optimum levels in all Kind of production Lines (MTS,MTO,ATO,ETO,EPC,EPCC)

### Logistic Management

- Managing Multiple Warehouses Across India
- Relation Ship Management Including Contract Negotiation, Monitoring Supplier Performance, Volume Leverage and Total Cost Management and Ensure Adherence top Contractual Commitment
- Managing RFQ for International Freight and Distributions for Group of Companies
- Coordinating With CHA for Customs Clearance related activities like, Check List approval , BOE filling, Duty Payment without interest ,1:1 Tracking of Shipment & Clearance of Shipment

## Organizational Details

### 1. Currently working at Torrent Pharmaceuticals Ltd (Torrent group) (From Sep'22)

Reporting Relationship: To Assistant Manager –Manager-Assistant General Manager

#### **Role as a Executive –Purchase**

#### **Key Responsibilities and Achievements**

- Managing Procurement of CAPEX & Indirect parts For Admin & Maintenance items
- Contract Management for AMC & O&M
- Annual contracts & Agreements preparation for Different Maintenance & Housekeeping related Machines
- Preparing Contracts for Manpower related admin Service including Housekeeping, Canteen, Security, pest controls, Laundry, & Landscape for Gujarat Plants
- Preparing Contracts & AMCs for Different Equipments related To Maintenance Like Compressors ,Dryers ,
- Handling Regular Purchase of Various admin Consumables such as Stationeries, Housekeeping Consumables ,Canteen items & Crockery of plants
- Negotiating with vendors for rate Contracts , Service & Quality of products

#### **Major Accomplishments**

- Achieved PR to PO Conversion time of average 8.5 days Against Target of 15 days
- Saved around 24% Against allocated Budget
- Prepared rate contracts for Stationeries & Printing items to have cost benefit based on volume & Reduction of PR to PO Conversion time

### 2. Previously worked at Rane NSK Steering Systems Pvt Ltd (From Feb'21-Sep'22)

Reporting Relationship: To Assistant Manager –Plant Head-Vice President

#### **Role as a Executive –Purchase**

#### **Key Responsibilities and Achievements**

- Managing Procurements of Local Parts, Accessories & Packaging Material Requirements by Devising Various Sourcing Strategies
- Managing OEM for Steering Systems
- Managing Procurement of CAPEX & Indirect parts
- Ensuring Effective Inventory control for ensuring Ready availability of Materials to Meet Production Targets
- Contract Management for Indirect Purchase
- Identification Of cost Reduction Opportunities with VAVE,Localization, BOM improvement & Drove Implementation
- Maintaining Inventory levels by using ABCXYZ analysis
- Ensuring minimum OSMI/Dead Inventory in plant by utilizing SOMI(Supplier on hand maintained Inventory)
- Management of Multiple freight Forwarders for import shipment & Ensuring best service by negotiating with respect to Cost , Service & Lead time
- Annual contracts & Agreements preparation for Freight Forwarders
- Effective utilization of route diversion in Import shipment by analysing market condition on port to save Lead time for import Shipments

#### **Major Accomplishments**

- Implemented Kaizen for Automation in PR-PO Process Through SAP with the help of MRP controllers
- Cost savings of around 18,00,000/-INR annually by reduction in packing cost of FG packaging through Design change
- Zero days' stoppage of Production line due to material delay

### 3. Started Professional Career at Ingersoll Rand India Ltd

(From Oct'18-Feb'21 )

Reporting Relationship: To material planning Manager - Leader Material Management-Plant Head

**Role as a Material Planner (Global Integrated Supply Chain).**

#### **Key Responsibilities and Achievements**

- Inquiries , comparison (Commercially as well as technically), Negotiation , Vendor selection, Material follow-up , Supplier visit & expediting
- Project Purchase, Project scheduling, Order Management, Vendor development, Vendor rationalization, Negotiation, Supplier management, Etc...
- Logistics (Import + Domestic) , Follow-up Custom clearance of Import material
- Material Procurement of regular production as well as Non-Std ETO Project (Import + Domestic)
- Documentation (QAP, Test Certificates, Deviation notes , Project Spec , Invoicing , etc) Supplier payment coordination
- To ensure that the supply of material meet the daily production schedule with less inventory.
- To manage production line by 3-2-1 process (Material Availability).
- To manage valuable and volumetric material on JIT for both import & Local suppliers
- Understand and manage risk to minimize impact on production schedule.
- Monitor inventory levels against agreed target levels.
- Tracking of Non moving & Slow moving material
- Active participation in VAVE ( Value added & Value Engineering ) for Reduction of Standard Cost

#### **Major Accomplishments**

- Found some fittings which one physically not used but we brought due to BOM error-asked engineering team to remove from BOM to reduce unused inventory
- Saved 10,00,000/- INR OSMI dryers by converting in regular models
- Achieved Path Breaker Award(Q2 2019) for achieving all time Highest OTS
- Four Time part of Best Core teams(Mar-19, Jul-19, Dec-19, Jan-20)
- Line Fill Rate 99%

#### **Strengths**

- Good management as well as communication skills
- Dedication and commitment to work
- Curiosity to learn new things & implementing through leadership
- Team Player
- Judgments and Decision making
- Huge interest in task type & Project type work.

#### **Software's**

- MS Office , Oracle R12, Windchill, SAP Hana

#### **Academics**

Degree	Board	School Name	Result	Passing Year
SSC	GSHSEB	SAHAJANAND VIDHYALAYA, AHMEDABAD	83.33	2012
HSC	GSHSEB	SAHAJANAND VIDHYALAYA, AHMEDABAD	89 (Percentile)	2014
B.E Mechanical	Gujarat Technological University	Government Engineering College Palanpur	7.83 CGPA	2018

#### **Personal Details**

Name : Motiramani Dipak Kumar Vinodkumar  
Date of Birth : 24<sup>th</sup> July , 1997  
Permanent Address : A/14 Hardidham Society , New Naroda, Ahmedabad-382345  
E-mail : dipakmotiramani024@gmail.com  
Mobile : 9586827471  
Marital Status : Married

#### **DECLARATION**

I hereby declare that the information furnished above is true to the best of my knowledge.

Yours sincerely

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DIPAK MOTIRAMANI