

CURRICULAM – VITAE

G Raju Purushotham
(Btech-EEE)
F101, Indraprastha-3,
Opposite Dhanajay Bungalows,
Satellite, Ahmedabad - 380015
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Experience

17 + years of extensive experience in Contracts, purchasing, procurement and integrated materials management/supply chain of large EPC Projects, Industrial Projects, Capital goods purchasing/procurement, subcontracting/service contracting. Managing techno-commercial activities of all sourcing materials from national and international markets.

CAREER SUMMARY

- Experience in developing vendors, reducing the cost of Procurement of material.
- Expertise in value engineering to achieve substantial reduction in project equipment price.
- Resourceful in identifying and establishing potential suppliers for achieving cost effective purchases of materials & accomplishing reduction in final procurement cost.
- Vendor Development & Vendor assessment
- Assessed the performance of the suppliers based on various criterions such as percentage for rejections, quality improvement rate, timely delivery, credit terms.
- A keen strategist and planner with skills in conceptualizing and effecting process initiatives to enhance material scheduling for its availability.
- Experienced in Supply chain management from order placement till delivery at Site.
- Effective communication with good interpersonal, team management & negotiation skills.
- A keen strategist and planner with skills in conceptualizing and effecting process initiatives to enhance material scheduling for its availability.
- Actively involved in development of Chinese and Indian Vendors.
- Specialist in low cost tendering.

PROFESSIONAL EXPERIANCE

Present Employer:

Organization: Adani Green Energy Pvt Ltd.

June 2016 – Till date

Presently working in **Adani Green Energy Pvt Ltd (Renewable Business)** in Ahmedabad, Gujarat as a Category Lead in Procurement Department.

KEY RESULT AREAS:

- End to end responsibility of Project procurement of all Electrical packages related to Renewables.
- Review of RFQ documents and Requests for Proposals.
- Preparation of contractual documents for proposals, terms and conditions, contracting policies, contractual practices and delegations based on Purchaser's Contract with Owner Contract (both offshore & onshore).
- Estimation for Cost optimization & effective negotiations.
- Prepares and organizes assigned Procurement sponsored meetings, such as bid clarification and pre-award meetings, for the purpose of ensuring complete understanding and agreement between Purchaser and Supplier on all contractual matters.
- Review & preparation of commercial evaluation report, vendor evaluation report.
- Negotiate and represent best interests of the organization without being adversarial.
- Preparation of recommendation letter, recommending and securing approvals in accordance with established procedures, preparing and committing order.

- Provide specialist services with an in-depth understanding in contractual form, including associated schedules, amendments, and legal issues with customers/vendors.
- Vendor development & Vendor assessment.
- Extensive experience in both direct & indirect sourcing for Capital Projects, CAPEX/OPEX, Materials Management with expertise in administering costs & risks while maintaining high safety & ethical standards

List of Projects executed:

a) Solar Projects:

- Karnataka: 7x50MW SECI, 3x50MW Pavagada Solar park, 40MW DCR, 13x20MW KREDL & 10 MW KREDL Solar
- Rajasthan: 300 MW Rawra & 20MW Solar
- Gujarat: 250 MW SECI Solar
- CG: 2x50MW Solar
- AP: 2x50MW Solar
- Telangana: 50 MW Ghani Solar park
- Maharastra: 20 MW Kilaj Solar
- UP: 2x50MW Solar & 175MW UPNEDA Solar

b) Hybrid Project: 390MW Hybrid

List of Projects under construction where procurement activities completed:

- 700MW AEML Project
- 600MW Hybrid Project
- 296 MW NTPC Solar Project
- Electrical items procurement related to Solar tracker & copper refinery manufacturing units

Previous Employers:

Organization: Welspun Energy Pvt Ltd.

March 2015 – June 2016

Work in **Welspun Energy Pvt Ltd., Noida, U.P** as Senior Manager in Procurement and Contracts Department.

KEY RESULT AREAS:

- End to end Procurement, post order vendor expediting upto commissioning of all Electrical packages related to Renewable Projects.
- Negotiation with vendors for Electrical Packages.
- Preparation of Rate analysis and comparative statements.
- Preparations of tender documents, expediting & follow up for bids, arrangement of pre-bid and post-bid meetings.
- Responsible for evaluation & monitoring of the contract performance to determine necessity for amendments or extensions of contracts, and compliance to contractual obligations.
- Responsible for expediting, factory visits, follow-up and coordination with vendors to ensure timely delivery of goods and services as per schedule or to meet the project (site) requirement.
- Responsible for processing the invoices and to ensure timely payments to vendors. Reconciliation of vendor accounts under guidance of Finance department.

List of Projects executed:

- Tamil Nadu: 4x50MW & 100MW Solar
- Karnataka: 16MW, 34MW & 50MW Solar
- AP: 70 MW & 30MW Solar
- Bihar: 25 MW & 15 MW Solar
- Punjab: 32 MW & 4 MW Solar

Work in **Lanco Infratech Ltd., Gurgaon, Haryana** as Senior Manager in Procurement & Contracts (EPC)

KEY RESULT AREAS

- Successfully managed procurement of BOP items of Thermal Projects such as Switchyards, Transmission lines, Transformers, LT & HT Panels, Busducts, Cables, DCS, Erection Packages, C&I packages etc.
- Significantly involved in Sourcing products & components from China market and developing long term relationships with prospect suppliers for future business aspects.
- Accountable for Price Negotiations, improving product quality & timely delivery of materials & equipment's to achieve the project delivery targets.

Work in **KVK Energy & Infrastructure Pvt Ltd, Hyderabad, Telangana** as Senior Engineer in Procurement & Project department.

KEY RESULT AREAS

- Procurement of BOP items for Thermal Projects.
- Preparation of Rate analysis and comparative statements. Negotiation with vendors for Electrical Packages.
- Preparations of tender documents, expediting & follow up for bids, arrangement of pre-bid and post-bid meetings.
- Responsible for evaluation & monitoring of the contract performance to determine necessity for amendments or extensions of contracts, and compliance to contractual obligations.
- Responsible for follow-up and coordination to ensure timely delivery of goods and services as per schedule or to meet the project (site) requirement.

ACADEMIC DETAILS

➤ **TECHNICAL QUALIFICATION: -**

- **B.Tech (Electrical & Electronics Engineering)** from Dr.PREC, affiliated JNTU college, Bhadrachalam, Telangana passed in 2002

➤ **EDUCATIONAL QUALIFICATION: -**

- **Intermediate (10⁺2):** Krishnaveni Junior College, Kothagudem, Board of Intermediate, Telangana passed in 1997
- **Secondary School Certificate (SSC):** SC Boys High School, Kothagudem, passed in 1995.

SOFTWARE SKILLS

Well versed with MS-Office and working in SAP ERP & ARIBA environment.

STRENGTH

- Good analytical skills.
- Good ability to prioritize work.
- Good problem-solving skills, proactive, and flexible to work in any environment.
- Better co-operation and co-ordination with a kind heart.
- Hardworking, Honest and Result Oriented.

PERSONAL DETAILS

Date of Birth	:	02/08/1980
Gender	:	Male
Father's Name	:	Sh. Balaraju
Marital Status	:	Married
Nationality	:	Indian
Language known	:	English, Hindi and Telugu