

# Loveleen Krishna Sharva

**Correspondence Address:** Nand Vihar Residency,

Bungalow#7, Near Vibhusha Bungalow,

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## Career Précis

### 15+ years of Professional Experience in Leading & Managing Procurement for the organisations

- ⇒ **Experience** in Development and Execution of Sourcing, **Source to Pay, Category Management & Supplier Management Strategy**
- ⇒ **Categories:** IT-Procurement : IT-Hardware, Software-SAAS / ON Prem, AWS, Azure, Oracle HCI, Network & Services,
- ⇒ **Contract Management:** Vendor Risk Assessment, MSA and Contract Terms Negotiation, Vendor Performance Review, liaising with legal team for approvals
- ⇒ **Stakeholder Management:** Effective communicator with strong relationship building with cross functional teams
- ⇒ **Spend Management & Budgeting** : MIS, Project Plans and Trainings , Budgeting activities
- ⇒ **Process Enhancement** for optimization of P2P cycle, Mentoring Team
- ⇒ **Global Supply Chain Management:**
- ⇒ **Subject Matter Expert:** S2P Process, Implementation and Enhancement of ERP
- ⇒ **Software & SAAS Application Management** : SAM practices

## Experience

Currently Working with **Browserstack Inc.** - started in 2022 as Procurement Lead

Category Size - (25 Million USD),

Team Size- 4 Members,

Responsibilities : Implementation of Procurement Policy & drive the changes required to optimise the processes , handling end to end Teams roster and reportings , contributing to the strategic initiatives of the organisation

### Previous Experience:

3 years(approx.) with **Qualys Security Tech Services Pvt Ltd.** as Senior Procurement Specialist

Category Size- (10 million USD)

Savings achieved – (11% of Budgeted Cost)

### Previous Experience:

5 years(approx.) with **SOPHOS Technologies Pvt Ltd.** as Procurement Specialist 3

Managing the complete Source to Pay activities in APAC and CEEMEA region.

Responsible for Indirect Procurement for IT Dept and Software Development Dept.

**Previous Experience:**

2+years with **JEKSON VISION Pvt Ltd.** as Asst. Manager  
in the Procurement & Suppliers Development Dept. Since May' 2012,

**Technology Skills**

- ⇒ **P2P Tools : Coupa/SAP/ Oracle Netsuite (System Application and Products)**
- ⇒ **Advanced Excel- Pivots and Reporting & Power Point Presentation**
- ⇒ **O365 Suite, Powerpoint, Google workspace**
- ⇒ **BI Tool: EazyBI, Freshservice BI**
- ⇒ **Ticketing & Workflow Management : Fresh Service/JIRA – Ticket based Procurement Process**
- ⇒ **Software License Management Tool : Qualys , Freshservice**

**Achievements and Projects**

- ⇒ **Procure Genie Project: Procurement Process Automation**, Implementation of Procurement Cycle Software -designed transaction flow, Dashboards for Monitoring the performance. Active MIS for Higher Management team
- ⇒ **Awarded as CFO Champion 2016-17 for** Best Performance at GLOBAL Level within Organization
- ⇒ **Awarded as CFO Champion 2015-16 for** Best Performance at GLOBAL Level within Organization.
- ⇒ **Procurement Volume Maximised:** Successfully increased the procurement ability of a company by 400% by process improvement
- ⇒ **Standardisation of Bill of Material:** Standardised procurement process and systems in the JEKSON VISION Pvt Ltd.

**Academic Credential**

2020-20221	Indian Institute of Management – Ahmedabad- General Management Program
2003-2007:	Bachelor of Technology (Electronics & Telecommunication Engineering) from Uttar Pradesh Technical University, with 70% marks.
2002-2003:	12 <sup>th</sup> (Science) from ISC BOARD, Delhi, with 71% marks.
2000-2001:	10 <sup>th</sup> from ICSE BOARD, Delhi with 71% marks.

**Personal Dossier**

<b>Name</b>	<b>: Loveleen Krishna Sharva</b>
<b>Father' Name</b>	<b>: Kailash Chand Sharva</b>
<b>Gender</b>	<b>: Male</b>
<b>Marital Status</b>	<b>: Married</b>
<b>Contact No.</b>	<b>: (+91)9913651399, 8980892043</b>
<b>Email</b>	<b>: <a href="mailto:isharva@gmail.com">isharva@gmail.com</a></b>
<b>Date of Birth</b>	<b>: 14<sup>th</sup> Sept. 1985.</b>
<b>Permanent Address:</b>	Loveleen Krishna Sharva % Kailash Chand Sharva, Houseno. 249, Sector-4, Chininjiv vihar, Near Shastri Nagar, Ghaziabad, 201002

<b>Reference:</b>	
Mr. Chintan Shah, Deputy Manager, Global Procurement, Sophos Pvt Ltd.	Phone-9925078787
Mr. Smit Thakkar, (CEO), SPAN Pvt Ltd.	Phone-9737696319
Mr.Sachin Waghmare (Manager-IT), Qualys	Phone-9820468791

## DECLARATION

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned.

**Date: -**

**Place: -**

**(Loveleen Krishna Sharva)**