# CAREEROBJECTIVE:

I have a desire to achieve excellence in my performance, contribute my efforts significantly for thecontinuousimprovementoftheorganization,andimplementthelearning’sfortheorganizationgrowth.

# EXECUTIVESUMMARY:

Result oriented professional with 13+ years of experience in the field ofSupply Chain and having a hands on experience in Global Sourcing, Strategicsourcing, Supplier Quality & Development, New Product Development& Project Procurement in **Automotive MNC’s and Global Oil & Gas Industry.**

# WORKEXPERIENCESUMMARY:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **S.No** | **Company** | **Designation** | **KeyFocus** | **Startdate** | **EndDate** |
| 1 | Emerson | SourcingProjectLeader | Strategic Sourcing / Global Category Management –Castings&Forgings, Machining, Metals & Molded Parts | May'2017 | TillDate |
| 2 | NexteerAutomotive | Global Supply Management Engineer | Supplier Quality & Development-Forgings,Stamping& Machining | Jan'2015 | Apr'2017 |
| 3 | SMR  Automotive | SeniorEngineer-STA | SupplierTechnicalAssistance-Molded parts | July'2012 | Jan'2015 |
| 4 | RaneTRW | Engineer-SQA | Supplier Quality Assurance-Allcommodities | Jul'2008 | June'2012 |

Note: My Profile/Backgroundverification has been donein Emerson&Nexteerbythirdparties successfully.

# CURRENTEMPLOYER:

**Emerson Process Management India Pvt. Ltd.,** (Formerly Pentair Valve & Controls) and part of EmersonAutomation Solutions.

**Emerson**isan American [multinational corporation](https://en.wikipedia.org/wiki/Multinational_corporation) headquartered in [Ferguson,](https://en.wikipedia.org/wiki/Ferguson%2C_Missouri) [Missouri,](https://en.wikipedia.org/wiki/Missouri) United States The [Fortune 500](https://en.wikipedia.org/wiki/Fortune_500) company manufactures products and provides engineering services for a wide range of industrial, commercial, and consumer markets.

Emerson has approximately 76,500 employees and 205 manufacturing locations. Annual Turnover ~ $18 Billion +

# MyRole&Responsibilities

Workingas**Sourcing ProjectLeaderinGlobalSupply Chain–IsolationValve** fromMay’2017totilldate.

(Started the career with Emerson in IPO- International Purchasing office, Bangalore)

**Commodity:**Castings(Steel&Iron)&Forgings &MMP commodities; Spend~$15M

Since Oct’2020, I am responsible for all commodities of Vanessa Triple Offset Valve business as **Product Supply Chain leader**

# KEYACHIEVEMENTS

* Realized Savings in Emerson**- $ 2.31M**
* Successfully established ISC (Integrated supply chain) strategy for high spend parts,

**Achieved cost reduction over 20% ($0.8M)** and **Lead time reduction of 20%**

* Successfully developed castings& forgings for Triple Offset valves for Vanessa, Butterfly Valves for Breda and GGC valves for Brisbane and achieved the savings over **$2 M per year**
* Leading **Ariba eSourcing process** in Isolation Valves Business unit for APAC Region, have done 100+ projects so far, and achieved the savings over $ 5 M**.**
* Leading **Contracts Management for APAC Region** and have done **15+ contracts in Oracle,** Spend covered is **$ 10 M.**

# RESPONSIBILITIES

* Developing the annual category strategic plan for all commodities of TOV product line (Global) including priorities andprojects to achieve the net cost savings target, savings funnel supplier consolidation, supplierquality / delivery improvement, and the plan how to achieve cash flow targets for the category ofspend.
* LeadingNPDprojectswithfoundries &forgeshopsanddrive suppliersforPerfectExecution
* Executingthesupplychainstrategiesin pursuitof thecontinuityof supplyforthecategoryofspend, as per thedirectionof theGlobalCategoryLeader.
* MaintainingGoodrelationshipswithMAINTAINandGROWsuppliersfortheCategoryofSpend,while driving efficiencies and cost reductions. Supports Supplier Performance Engineering,partnering, contract negotiations and contract compliance, in collaboration with LeanManufacturing,QualityManagerand ProductionandInventoryControls Managers.
* Deploying contracts, terms & conditions, preferred payment terms and Incoterms, supplierrelationsandtransactionplansincompliancewithbusinessobjectivesandstrategiessetbytheBusinessUnit.
* Managingandmitigatesupplierpriceincreaserequest(SPIR) aspertheDOAoftheBusinessUnit.
* Performing make vs. buy analysis and utilize approved Total Cost of Ownership (TCO) modelsinachievementofstrategic costobjectives.
* Collaborating with GROW suppliers into NPD initiatives, plan for growth and capacityrequirements,leverageonsuppliercapabilitiesfortime-to-market,costandlaunchreadiness.
* Understanding the cost drivers for the category of spend and provide the updated marketintelligencebyconducting categoryspecificcompetitorandindustryanalysisto identifynewsources, new materials and new manufacturing techniques or technologies to improve thecompany’scompetition.
* InfluencingGROWsuppliertoinvestonpeople+process+systems+lean+equipment + technology.
* Activelycontributingtotheconceptionof thequotationtocustomerwithPSQteam:participateinthe project team from the quotation conception phase / Customer Review phase. Support Salesand Engineering department with project cost / pricing objectives. Represent ProjectProcurement in internal cross-functional meetings. Evaluate, prepare and present variousbusinesscasescenarios.
* CoordinatingFeasibilityandContractReviewswithsuppliersincollaborationwithinternalstakeholdersduringquotationphase.
* Following up performance during the project phase: manage suppliers, compare and negotiate costs against objectives, ensure quality during the project phase, respect delivery deadlines (RDSL)
* Defining and controlling communication flows and contents between project teams and suppliers
* Actively Participate in the monthly Buyer Report out meeting to support P&IC managers, buyer/planners and quality managers through fast resolution of escalated / repetitive supplier delivery and quality issues, including roots causes countermeasures (RCCM), and long term effective corrective actions.
* Partner with Manager SPE (Supply Perf’ Engineering) to optimize the supply network and resolve supplier performance issues by systematically applying the SPE Framework and Toolkits.
* Assures regulatory compliance within the supply base such as Conflict Minerals, Reach, etc

**PREVIOUS EMPLOYER-1:Nexteer Automotive** (Earlier named as **DELPHI steering systemsand Founder of GENERAL MOTORS**)is an [automotive parts](https://en.wikipedia.org/wiki/Automotive_parts) supplier owned by [Pacific CenturyMotors](https://en.wikipedia.org/wiki/Pacific_Century_Motors) andheadquarteredin[Saginaw,Michigan,](https://en.wikipedia.org/wiki/Saginaw%2C_Michigan)[UnitedStates.](https://en.wikipedia.org/wiki/United_States)

It has more than 60 customers globally, including BMW, General Motors, Ford, Chrysler, Fiat,Toyota,PSAPeugeot CitroenandmanufacturersnotonlyinNorthAmerica,but inIndia,ChinaandSouth America.

**MyRole&Responsibilities**

Worked as **Supplier Quality & Development Engineer in Global Supply Management from Jan’2015 to April’2017 Commodity: Forgings, Machining &Stamping**

* Plan, implement and support manufacturing capability assessments of potential new globalsuppliers and strategic sub-suppliers of steering and Drive shaft components. Also, Involve andengageregionalresourcesas appropriate.
* Provideregionalpointof contacttoensureactiveparticipationandcooperationwithproductengineeringfunctionconcerningproductdevelopmentstrategiesandimplementationplans.
* Plan,leadandensureexecutionofsupplierAPQP processandensurethatsuppliermeetsallproductperformance,programtimingplanandflawless launch goals
* Providetechnicalexpertiseorassistancetosuppliersinthedesign andstabilizationofsimpletocomplex stamping tools, welding fixture design and welding process’s and over molding tooling,Plasticinjection tooling,Jigsandfixturesformachining ,machinetoolsselection,etc
* Workcloselywithbuyersandotherappropriatestaffinthestrategic developmentofsupplybaseandcapacityplanningconcerningkeycomponents families.
* Implementandmonitorthepartqualificationandcertificationprocesswithsuppliersandstrategicsub-suppliers.Involveregionalresources asappropriate.
* Implementandsupportthechangemanagementprocessregardingsuppliercomponents.
* Providesupporttoregionalplantsasneededonissuesconcerningmanufacturing,assemblyandtestofthecomponents
* Track and monitor on-site corrective action and problem resolution activities. Support on-sitecorrectiveaction verificationandlead look acrossactivitiesacrossallregions.
* Determinetherootcauseofsupplierqualityissuesthroughstructuredproblemsolvingmethodsandcoordinate/implementeffectiveandtimelysolutions
* Track and monitor on-site corrective action and problem resolution activities. Support on-sitecorrectiveaction verificationandlead look acrossactivitiesacrossallregions.
* Determinepartcriticalcharacteristicsandrequiredprocesscontrols
* Function globally with various staffs and suppliers to coordinate/implement effective and timelyresolution toqualityissues.
* Improve quality performance of suppliers by conducting workshops and/or training at supplierlocations, providing technical assistance in developing quality systems, and other manufacturingtechnicalsupportas required.

**FlawlessProjects:** YV7(SuzukiJapan),GMTheta(GMUSA),BO2E(Renault),BBB(Nissan),MY15(TATAIndia), AEntryandJ92(RenaultNissanIndia),YP8,Fiat500(Fiat Brazil),T1XX(FiatMexico).

# AWARDS/RECOGNITION:-

Got“**RecognitionAward**”forOperationalExcellence in2016.

# PREVIOUS EMPLOYER - 2: SMR Automotive Systems India Ltd. (from July'2012 to Jan’2015)

# WorkedasSenior Engineer- STA(SupplierTechnicalAssistance)

**SMR(SamvardhanaMothersonReflectec)** is a **Global corporation** with world class engineeringcapabilities,state-of-the-art manufacturingfacilitiesandaglobalcustomerbase.Itsbroadcustomerbaseincludesallmajorcarmakersin**NorthAmerica, Europe,AsiaandAustralia.**

# SMR is a member of SamvardhanaMotherson Group (SMG)

# Commodity:Molded parts (EngineeringPlastics,Rubber)

# MyDuties&Responsibilities

* As overall responsible for Supplier assessment and overall supplier development from qualityperspective andtodriveforcontinualimprovement
* ToassistVDteamforNewSourceidentification,assessmentandpreparationofsourcingassessmentdocuments
* Conductmanufacturingsite assessmentatsuppliersiteslikeproduct&processAuditatsupplier endinregular intervals
* Conduct manufacturing site assessment at supplier sites likeproduct& process Audit at supplier end in regular intervals, QMS audit in planned intervals and drive resolution of open issues through action plan and drive for continual improvement
* Responsible for Investigation of identified quality concerns at supplier end and close the concerns through G8D
* Check and Approve the RTV consignments in ERP software and take a necessary action at supplier end
* Driving reduction in supplier Quality Rejects (QRs), Stop Shipments (SS), PPM, and warranty at priority suppliers
* Responsible for active participation in Plant Incoming Quality (IQ) , In-process & Final Product Quality Meetings, NPD CFT meetings
* Responsible for involving with project team for source selection, APQP time plan for tool development, Jigs and fixtures development, PPAP approval, SOP stage preparations
* Monitoring the APQP activities and lead APQP Reviews.
* Co-ordinate with engineering team for ECN change implementation at supplier end
* Co- ordinate with Internal Quality team for OEM complaints and monitoring of implementation of corrective actions for quality concerns at supplier end
* To drive supplier to comply with OEM quality requirements
* Responsible to prepare and presenting the KPI reports to Management in monthly basis

# PREVIOUS EMPLOYER-3:Rane TRW Steering Systems Ltd, Chennai(JointVenturebetweenRaneGroupandTRWGermany)

**(FromJuly2008toJune’2012 )**

Worked as Engineer- SQA **in Rane TRW Steering Systems Ltd, Occupant Safety Division** , It is aleadingManufacturersof **OccupantSafetysystems**(SeatBelts- EmergencyLockingRetractorandStaticBelts, Power Steering Reservoirs) to all the major automobile OEMs like Ford, Tata Motors, Maruthi,GeneralMotors,Mahindra&Mahindra,etc.TheCompanyhascertifiedforISO/TS16949:2009,ISO14001.

# Role&Responsibility

* Responsible for Supplier Quality Assurance in problem solving with various commodities**(HandledCastings, Stamping, Forging, Surface treatment, Engineering Plastics, Rubber,subassembliesetc)**
* Responsibleformonitoring theeffectivenessafterCAPA&closure of8DReport
* ResponsibleformonitoringofSPCstudyReportfromsupplier inplannedfrequency
* Monitor the supplier PPAP documents , co-ordinate with plant QA and get the approvals to validate the jigs and fixtures
* Conducting of Internal Quality Audit as per schedule
* Monitoring and Reviewing of New product Development status with suppliers
* Monitoring and Reviewing of New product Development status with suppliers
* Responsible for supplier process & system audits
* Responsible for monitoring an IMTE calibration as per schedule and maintain the reports
* Responsible for Conducting of MSA(Attribute & Variable) studies
* Responsible to take a lead for customer’s Audit like QMS, Process, PPAP Audit
* Responsible for QCC projects for Supplier Quality issues , line disruptions
* Responsible for preparing and presenting the KPI reports to Top Management for MRM

# EDUCATIONALQUALIFICATION:

* **Graduate in Mechanical Engineering (B. Tech)**from Institution of Engineers India, passed out in 2014.
* **Diploma in Mechanical Engineering** from Nachimuthu Polytechnic College and passed out in2008with “FirstClasswith Honours(93.9%)”

# PERSONALDETAILS:

NAME :K.Vijayasankar

FATHER’SNAME :P.Kodhandapani

FATHER’S OCCUPATION : Farmer

MARITALSTATUS :MarriedandHavinga Son

PERMANENTADDRESS : 6/61, Udukkampalayam (P.O)Udumalpet (T.k)

Tiruppur(Dist.)Tamilnadu-642207

# CONCLUSION:

Iherebyacknowledgethat allthe detailsmentionedabove aretruetothe bestof myknowledge.

Yours Sincerely,

K.Vijayasankar