

NEERAJ DHURVE

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CAREER SUMMARY

Performance-focused and result-driven professional with strong ethics and leadership skills having **8+ years of experience** in Supply chain & Strategy consulting across various roles including Digital Transformation, Program Management, Business Strategy, end-to-end Implementation, Go-to-market strategy, Sales and Presales consulting. Subject Matter expert in Sourcing, Procurement, Inventory Execution, Supplier Collaboration, Production Planning and Supply Chain Planning.

WORK EXPERIENCE

Management Consultant, Accenture Strategy & Consulting

Pune, Jul'22- Ongoing

- Worked with multiple clients in building the future roadmap based on problem statement as part of **Strategy & Discovery Phase**.
- Led end-to-end implementation for Vietnam-based EV Automotive client of **S4 HANA Product Sourcing, SAP BTP Procurement Planning, and SAP Central Procurement 2023**. Digitally transformed client's sourcing process for Direct, Indirect & Engineering services procurement.
- Led the **Digital Transformation** journey for a commercial Automotive Indian client in the area of **Sourcing, Procurement, Supplier Collaboration, Logistics Execution** and also, led ERP system migration to S4 HANA 2021 for S4 HANA MM incl. customer-vendor Integration.
- Designed the **Warranty claim process** for computer parts between client & **Multi-Tier Suppliers** which resulted in saving **20M USD per year**.
- Led the Digital transformation of Material Returns Process b/w Data Centers & Multi-tier Suppliers for US-based Software Giant.
- Collaborated and played a key role (solutioning & supporting sales) in onboarding a **new logo** to the firm by winning two deals from the same client of **14M USD & 2M USD** value. With leadership trust, Also delivered the successful implementation of one of the projects.
- Led & Managed the **Business Development** for 3 global scale RFPs/deals from inception to closure. Very Competitive Deals. Win rate **100%**.
- Collaborated on the Business Development for multiple RFPs with different business unit, providing **Source to Pay, SAP MM SME support**.
- Organized & Managed Knowledge sessions with Team on Sourcing & Procurement, Automobile Industry practices & New SAP Products.

Senior Associate – Bid Manager & Solution Architect, Cognizant Technology Services

Pune, Oct'21- Jul'22

- Led as Solution Architect for MLEU deals specializing in **Source/Procure to Pay, SAP MM, SAP Ariba** value stream.
- Led & Managed global scale RFPs/deals, crafting thematic story line and differentiating based on competitive timeline, costing etc.
- As Business Development Manager, Managed around **35+ RFPs/deals**, including 3 new logos to the firm with a **Win rate of 70%** approx.
- Designed the digital transformation program based on win themes and creating the GTM decks to increase the opportunity pipeline, Building & maintaining long-term relations with the existing & new clients by identifying the client challenges and providing business solution based on requirements.
- Project Governance – Defining the responsibilities, Structuring the project timeline and planning the project pipeline; setting up the process, identifying and addressing the risks, issues and dependencies.

Senior Consultant - Supply Chain Management, Capgemini Technology Services Pvt Ltd

Mumbai, Jun'19 – Sep'21.

Business Excellence

- Worked in tandem with the Center of excellence(COE) team to develop the pre-configured industry solutions, assets development thus accelerating the value realization and **reducing the timeline of ERP implementation by 50%**.
- Driven Key strategic initiatives from ideation to execution in collaboration with Team, Acting as Integrator among various functions and maintaining strong governance on the projects.
- Collaborated with Director & Senior Director level executives for Quarterly All Hands meeting showcasing the Supply chain Capability Wins, Business Initiatives, Case studies and Business Unit Future Plans.
- Helped Director level executives with Business Analysis requests, empowering them with Data driven analysis before critical meetings.
- Introduced, Conducted & Lead a new internal initiative to highlight the process excellence in past & ongoing projects by facilitating the monthly webinar within North America Business Unit and thus utilizing this platform for Knowledge sharing among projects.
- Won confidence of Vice President, North America in handling recruitment of MBA hires (Interns & Full times) for North America Business unit.

Pre-Sales & Delivery

- Led 4 End-to-end implementation of S4 HANA as Stream lead for **Automobile and Oil & Gas Client, SAP S4 HANA 1809, 1909 & 2020 with FIORI**.
- Worked as Supply Chain Lead (MM, QM, EWM, ECM) and **Procure to Pay Lead (MM, Ariba)** for two Downstream Oil & Gas industry Client in US.
- Led the **Procure to Pay Track (MM, Ariba CIG)** for an Electric Vehicle Automobile Client in US for S4 HANA 2019 with Fiori.
- Worked as Procure to Pay Lead (MM) for a Software Client in US for S4 HANA 2020 with Fiori.
- Collaborated in **Program/Project management & Project Governance** activities in all the project engagements.
- As part of Pre-Sales, Collaborated and Managed RFI/RFPs and work on Client response documents.
- Led & Collaborated heavily for my First Major win of **25 Million USD** for Oil & Gas US Client, later this deal was used as benchmark to evaluate.
- Successfully delivered end to end implementation for energy clients of project valuation **25 Million USD, 10, 8 & 4 Million USD**.
- Spearheaded the requirement gathering, brainstorming sessions with client stakeholders to arrive at Key Decisions and align on next steps.
- Implemented Extended Warehouse management (EWM) and Enterprise Content Management (ECM) modules in SAP with DocuSign integration.
- Authored document in Cloud for Enhanced Contract Authoring (ECA) and integrated with ERP for seamless transaction of Legal Contracts.
- Adopted Agile methodology for rapid pace implementation with continuous improvement and greater transparency of project progress.
- Designed & Implemented integration strategy across all ERP modules and third party systems to facilitate smooth functioning.
- Managed Data workshops incl. Design & execution for Data Loading & Migration & plan for phase-out delivery across project timeline. Successfully Led Data Migration & Cleansing activities using Legacy Transfer Migration Cockpit (LTMC) for all value-streams.
- Successful handover of Project to the client & effective handling of the Post Go-live activities & Knowledge transfer to end-user.
- Conducted RFXs (Request for Information / Proposal, e-Auctions i.e. Forward Auction & Reverse Auction) and Reviewed Bids for Sourcing cycle.
- Issued RFXs (Request for Information / Proposal / Quotation) documents to shortlisted suppliers.
- Proactively identified & delivered the additional requirements from the client like customized purchasing workflow, custom external email dialogue functionality with SAP, Freight handling on Invoices etc.

- Formulated the Operations of processing area in warehouse to improve fulfillment rate by 97%, improve turnaround time (TAT) and reduce error from 13% to 2%. Also implemented barcode information system for tracking and visibility.
- Implemented Just-in-Time & Kanban for Incoming product/SKUs in warehouse to have efficient usage of storage area and better replenishment & Audited warehouse inventory of value 1.5 Cr INR.
- Administered the implementation of CRM software for better accountability and smooth functioning of order placing, Trained the employees on its operation which increased the sales by 20% in the first month.
- Redesigned the reverse logistics process to reduce expired inventory in the pharma supply chain to gain maximum cost-benefit and proposed the digital plan going forward. Winded up doing reverse inventory processing of worth 10 Lakhs INR.

Assistant Manager, SECL, Coal India limited

Chhattisgarh, Jun' 14 - Jun' 17

Work included Operation & Maintenance of HEMMs (Heavy earth moving machinery), Procurement and Material management of spare parts, services, Procurement of machinery, Contract Management, Supply Chain Planning, Production Planning, Mine planning & Mine safety activities.

Project Engineer for Raigarh & Bishrampur area

- Collaborated with other departments to streamline production & project activities, Designed Procurement process to account for future demands.
- Achieved Annual Production targets of **10 MTonne** within timeline as In-charge Dragline HEMM by successfully managing cross-functional teams of size **70+ members**, strategizing maintenance & operations activities of Dragline HEMM.
- Achieved 96% availability for Excavators for Operation activities, Reduced downtime of Machinery **by 25%** resulting in more efficiency.
- Designed & drafted Contracts for **Maintenance Repair overhaul (MRO) of Machinery and Project activities via Notice Inviting tender sourcing**.
- Performed Yearly Budget Planning, Material & Services planning (inventory, consumables spares), Production & Mine Planning activities.
- Worked as an end-user of ERP platforms for Procurement of inventory, spares & Warehouse management.

SKILLS

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| <ul style="list-style-type: none"> ➤ Project Management ➤ ERP Source to Pay ➤ Business Development ➤ Business Analysis | <ul style="list-style-type: none"> ➤ Stakeholder Management ➤ Strategy Analysis ➤ SAP Activate methodology ➤ SQL |
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MOST PROUD OF

- Accoladed as the **Champions of Q4 2023** and received appreciations from leadership of Accenture strategy SC&O for 'going beyond & delivering'
- Received appreciation certificate for commendable work on successful Go-Live & ERP implementation from multiple clients
- Received **accolades from VP & leadership** of Capgemini for work in SAP S4 HANA implementation projects
- Recognized by leadership in all my firms for Internal Capability development, Asset development & COE initiatives
- Secured **2nd position** in ISCEA Ptak Prize Global Case Competition 2018 on Supply chain integration with Blockchain
- Received "A" grade for academic project - Reimaging Food supply chain with advent of IoT, Blockchain and analytics. Proposed a business model to provide a direct market between farmer-consumer with essence of Capturing data from stakeholders with IoT, storing it in Blockchain and providing insights with analytics
- Got selected an for internship at Tata Motors limited, Sanand and worked on 'Designing a Training module on Chassis' of Tata Nano in 2013

CERTIFICATIONS

- Application Associate level certified in SAP Business network (Ariba SCC) 2023
- Professional Scrum master level 1, Scrum.org, 2020
- Application Associate level certified in SAP S4 HANA Sourcing & procurement 1709, 2020
- Agile Software Development by Udemy in 2020
- The Art of doing business in emerging markets, University of Capetown, 2018
- Lean Six Sigma-Green Belt, KPMG 2017
- SCM Executive, Confederation of Indian Industry, 2017
- Advancement in Drilling, Blasting & Mechanical Excavation Techniques, ISM Dhanbad, 2015

PAPER PUBLISHED

- Whitepaper published in SAP knowledge portal in Aug 2020 under Heading "PR workflow & email notification" for SAP S4 HANA 1809 FIORI

KEY RESPONSIBILITIES

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| <ul style="list-style-type: none"> ➤ Working for Capability SCM as SME in supporting & preparation of RFI/RFP for clients ➤ Business Unit SPOC, Chrysalis MBA Hiring program, Capgemini Technology Service Pvt Ltd ➤ Core Member, Operations Club, DMS, IIT Delhi | 2020-2023
2019-2021
2018-2019 |
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ACADEMIC PROJECTS

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| <ul style="list-style-type: none"> ➤ Reimaging Food supply chain with advent of IoT, Blockchain and analytics. Proposed a business model to provide a direct market between farmer-consumer with essence of Capturing data from stakeholders with IoT, storing it in Blockchain and providing insights with analytics ➤ Design and Thermal Analysis of Pin Fins, Study of Different Cross-section, Application & its optimization in Heat Sink in ANSYS 14.0 | Mar' 19
Apr' 14 |
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EDUCATION

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| MBA: IIT Delhi (8.00/10.0)
Mechanical Engineering: NIT Raipur (8.67/10.0) | Jul' 17 – May' 19
Aug' 10 – May' 14 |
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