

NEERAJ DHURVE

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📍 Pune, India

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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.

Operations Intern, 1mg Technologies Pvt Ltd

Delhi, Jun' 18 – July '18

- 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

- Project Management
- ERP Source to Pay
- Business Development
- Business Analysis
- Stakeholder Management
- Strategy Analysis
- SAP Activate methodology
- SQL

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

- Working for Capability SCM as SME in supporting & preparation of RFI/RFP for clients 2020-2023
- Business Unit SPOC, Chrysalis MBA Hiring program, Capgemini Technology Service Pvt Ltd 2019-2021
- Core Member, Operations Club, DMS, IIT Delhi 2018-2019

ACADEMIC PROJECTS

- 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 Mar' 19
- Design and Thermal Analysis of Pin Fins, Study of Different Cross-section, Application & its optimization in Heat Sink in **ANSYS 14.0** Apr' 14

EDUCATION

MBA: IIT Delhi (8.00/10.0)

Jul' 17 – May' 19

Mechanical Engineering: NIT Raipur (8.67/10.0)

Aug' 10 – May' 14

Date of Birth: 18-Dec-1992 | Languages: English & Hindi