



Sivasubramaniyan Rajendran

Procurement Category Manager

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🌐 linkedin.com/in/sivasubramaniyan-rajendran-563936136/ 📍 Chennai, India

KEY ACHIEVEMENTS



Substantial Cost Savings

Developed a re-use program for end-user devices resulting in annual savings of \$1 million at Opendoor

Conclude multiple RFPs



Optimized Procurement Processes

Developed a rate card and catalog for over 50 low-cost, high-volume IT hardware components, reducing POs by 78% in tail spend categories at Wipro



Star performer

Was awarded star performer in FY'18 at Beroe for contribution towards intelligence reports

SKILLS

Strategic procurement

IT Infra sourcing

SaaS procurement

Supplier Relations

RFX & Contract Management

PaaS

EDUCATION

PGDM - Operations & Supply chain

Birla Global University

2014 - 2016 Bhubaneshwar, India

B. Tech - Chemical Engineering

Sathyabama University

2008 - 2012 Chennai, India

SUMMARY

Result-oriented Procurement Manager with 9+ years of track record in implementing strategic procurement policies and procedures that drive cost savings and efficiency. Skilled in negotiating contracts, identifying new sources of supply, and managing supplier relationships to ensure on-time delivery and compliance.

EXPERIENCE

Category Manager

Oct'22 - Present

Opendoor Labs Inc.

Chennai, India

Key Responsibilities

- Oversee an annual spend of ~ \$50Mn for IT procurement
- Cost benchmarking of various SaaS products used in the Organization
- Identifying cost saving opportunities and building strategy for execution
- Proactively complete procurement deals in monthly pipeline
- Identify and execute process improvement activities
- Develop long term procurement strategies for Tier 1 suppliers

Senior Procurement Analyst

Apr'21 - Sep'22

Commonwealth Bank of Australia

Bangalore, India

Key Responsibilities

- Managed the entire RFX processes to ensure competitive bidding and vendor selection
- Conducted cost analysis and implemented strategies to reduce procurement expenses
- Collaborated with internal stakeholders to identify and mitigate procurement-related risks and created business continuity plan
- Drafted several statements of work for the outsourcing of IT services

Senior Buyer

Sep'18 - Mar'21

Wipro Ltd

Bangalore, India

Key Responsibilities

- Managed an annual spend of approximately \$60 million across categories such as enterprise IT hardware and software
- Actively supported the sales team with small to medium-sized bids (up to \$10M)
- Identified, assessed, and built relationships with suppliers to secure a preferable deal for Wipro
- Assisted senior procurement leadership with reports and analytics to support strategic decision-making

Senior Research Analyst

Apr'16 - Aug'18

Beroe Inc.

Chennai, India

Key Responsibilities

- Delivered customized and actionable intelligence reports as per clients' requirements
- Collaborated with subject matter experts to collect critical information for the research study, including benchmarking data on pricing, costs, and contracting strategies
- Updated categories specific intelligence reports and database on regular intervals