



Soumya Tandon

Global Strategic Sourcing Manager

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CLSBB (Lean Six Sigma Black Belt), CSCM (Supply Chain Manager), Block chain Essentials, Agile Advocate,

12+ YEARS OF SUPPLY CHAIN MANAGEMENT EXPERIENCE An experienced procurement professional with a thorough knowledge of strategic sourcing process. This typically involves the ongoing strategic management of specific category groups - from understanding expenditures, to developing the most effective category strategy, to driving the lowest total cost of ownership through ongoing compliance, cost and supplier performance improvements. To manage the Integrated Supply Chain Practice of a globally competitive organization and to lead the growth and development of the organization. Attended various IBM classroom training on Negotiation Skills, Contract Management Skills, 7 steps of Strategic Sourcing, Client and Supplier Relationship.

Contact	Work History
Address Bengaluru, KA 5600098	July 2021- Current Global Procurment Manager (HR Services) Genpact India Pvt Ltd
Phone (91) 9980165395	<ul style="list-style-type: none">• Category Manager for HR Services Category including Global Recruitment(Permanent and contractor) , Running MSPs , Talent acquisition Marketing and L&D programs• Gatekeeper for Global spend in HR category. Consolidation of supplier base and segmentation.• 100% compliant to Global Procurement Policies and aligning Business SLAs accordingly.• Have managed more than 50 suppliers in the last 6 months globally and managed a global Spend of USD 15 Mn for HR Category• 100% compliance from Vendor Governance Perspective• Performed Sourcing of Global RPOs, SHTD models end to end to minimize CPH (Cost per Hire) and attained Hard savings of USD 3 Mn through 2 major deals in the last 6 months.• Proficient in creation of Executive summary for high spend business case approvals• Proficient in conducting Cost Price Analysis to compare costing with Industry vs Internal Benchmarks.• Have been involved in Lean Projects for Process improvements.
E-mail soumyavarada@gmail.com	
Skills	
Supplier Relationship Management	
Supplier risk assessment	
Supplier Rationalization	
Stakeholder relationships	
Client Relationships	
Relationship building	
Supplier negotiation	

Spend Management

Demand Management

Contract management

Team management

Project Management

Ariba Sourcing

Trello Project management

2016-July 2021

Global Strategic Sourcing Manager(IT Procurement and Business Service

IBM India Pvt Ltd

- Develop scopes of work from the beginning by understanding the client's requirements, supplier's limitations and organization contractual limitations.
- Develop complex contracts interlocking with the supplier – teleconferences – co-coordinating client, procurement and supplier on calls.
- Manage portfolio of 100+ suppliers and have been a single point of contact for spend transactions exceeding 1.5M USD.
- Worked on Supplier rationalization and optimizing Spend for Strategic Suppliers.
- Perform Market/Industry Analysis ,Competitive Trends and establish supplier selection, fair value by negotiating with the suppliers.
- Annual reviews of the contracts, Accounts payments up to date.
- Responsible for merging contracts into IBM & identifying contractual gaps / issues before contract is assigned to IBM.
- Responsible for providing support of the different Procurement Applications used by IBMer & the external Suppliers.
- Responsible to meet Business Controls objectives of procurement, including ensuring ongoing audit readiness.
- Prepare & compile various daily/weekly/monthly reports pertaining to process.
- Execute RFP, RFQ and RFI's for services/non services council.
- Perform Fair Value / Benchmark Analysis to ensure IBM is receiving competitive pricing for the services requested.
- Contracts Management that involves Creation, Negotiation and Execution of agreements ensuring policies compliance.
- Maintaining relationships with both internal and external key.
- Stakeholders and managing the Supplier relationship to a level.
- Consistent with IBM's initiatives.

- CTO focal for Canada Telecom and IT products and services
- Responsible for tracking potential savings of suppliers, negotiating and finalizing the project. Brought close to 2,000,000 CAD savings each year since 2015 for IT projects and services through cost avoidance reverse auction, Competitive bidding evaluation and weighted price methods
- Worked on innovation projects which became a game changer in tracking projects.
- Worked for Business Services category which involves professional services and contingent labor .
- Project management lead, spearheading two squads consisting of 20 members.
- Have been a part of supplier innovation hub and participated in Intelligent workforce workshops.
- Worked as a transition lead for TYS Blockchain
- Attended workshops on Intelligent Workflows.

2012-2016 IBM India Pvt Ltd

Mergers and Acquisition Focal

Responsible for merging contracts into IBM & identifying contractual gaps / issues before contract is assigned to IBM.

- Responsible for providing support of the different Procurement Applications used by IBMer & the external Suppliers.
- Responsible for interacting with the clients and the suppliers and ensuring closure of a Merger deal in the least possible time possible.
- Responsible for end to end management of Mergers and Acquisitions deal and ensure seamless transition of suppliers into IBM.

2010-2012 IBM India Pvt Ltd

Telecom Sourcing Buyer

- Responsible for managing a spend above USD 250 K distributed across the Telecom Category.
- Also attained a delegation of 1 million dollar for approval of BSAPs.
- Responsible for interacting with the various Business Units of the Client to understand their requirement.

- Responsible for creation of Sourcing Project Plan and seek approvals from the Stakeholders.
- Responsible for documenting the source selection process and fair value analysis and seek approvals from Category Manager and Client's stake holders.
- Responsible for Contract Management like communicating expiring contract list to Clients, and interlocking with the Clients in formulating a strategy to decide the next steps for Contract Renewal.
- Responsible for creating Expedite reports.
- Responsible for managing Reqtrackers (RT) for Telecom and getting it completed within the least possible time frame.
- Work with the US Telecom Bid team and successfully awarded business to suppliers through Competitive Pricing strategy.

2009-2010 Accenture India Pvt Ltd.

Operations Procurement Specialist

- Process requisitions raised by various Buyers.
- Resolve requisition fall-outs and returns.
- Change and amend Purchase requisitions as per requirement.
- Issuing PO within the stipulate time period and meet metrics on client satisfaction.

2008-2009 Anagram Capital Limited

Relationship Manager

Responsible for interacting with the various Business Units of the Client to understand their requirement.

- Work on contracts Managements and approach's for potential Client business relationships.
- Understand client needs and develop a business plans to address the key issues.
- Forward upselling and cross-selling opportunities to the sales team.
- Promote high-quality sales, supply and Client service processes.
- Gain solid knowledge of competitors, Building positive relationships with Client.

Education

- **Bachelors of Commerce with distinction of (77%) from Madras University.**
- **Master's in Business Administration (Finance) with an (GPA 8.5) from Indiana University of Pennsylvania, USA.**

Additional Information

CERTIFICATIONS, REWARDS & RECOGNISION

1. Was recognized as CSAT Star thrice last year and received a lot of appreciation mails from the clients as well.
2. Have received Manager Choice awards every quarter for savings consolidation, process improvements, project management and Client satisfaction NPS scores.
3. Received Star Recognition awards various times in years 2016, 2018, 2019 and 2020.
4. Secured 100% in Mathematics in my Graduation and Topper in Business and Organization Management.

CERTIFICATIONS:

Certified Lean Six Sigma Black Belt (CLSSBB)

Certified Supply Chain Manager (CSCM)

Certified IBM Blockchain Essentials

Certified IBM Agile Advocate

Certified IBM Virtual Collaborator

Certified IBM Cognitive Practitioner

Certified Retail Industry Jumpstart

Certified Telecom Jumpstart

Certificate Industrial Computer Accountant by ICA.