

SHUBHANKAR TIWARI

Procurement and Sales Manager

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SUMMARY

Seasoned Procurement and Sales Manager with over 6 years of expertise in procurement planning, sales strategy development, and contract negotiation. Proficient in utilizing tools such as Spend Matters Solution Map and IVALUA for spend management, and SIEVO for procurement analytics. Notably orchestrated the seamless transition of sales, procurement, logistics, and customer service operations from the UK to India, achieving a 35% reduction in operational costs. Aiming to leverage this extensive experience to drive growth and operational excellence in dynamic sales and procurement roles.

EXPERIENCE

Procurement and Sales Manager

- Fabel Services Pvt. Ltd 08/2018 - Present Gurgaon
- Analyzed **sales data and customer feedback**, implementing targeted strategies that **boosted monthly revenue by ₹10 lakh**.
 - Designed and **implemented a sales training program**, increasing **team productivity by 16%** and **reducing customer churn by 12%**.
 - Developed a **comprehensive vendor database**, enhancing procurement efficiency and reducing **supplier onboarding time by 40%**.
 - Optimized **procurement processes**, cutting purchase order processing time from **7 days to 4 days, a 30% reduction**.
 - Negotiated supplier contracts**, achieving a **15% cost reduction**, saving **₹8 million annually** in procurement expenses.
 - Led the transition of **sales, procurement, logistics, and customer service operations** from the **UK to India**, reducing operational costs by **35%**.
 - Implemented **demand forecasting models**, decreasing stock shortages by **40%** and improving order fulfillment rates by **25%**.
 - Executed **strategic sourcing initiatives**, consolidating the supplier base by **20%** and reducing procurement expenses by **₹5 million per year**.

KEY ACHIEVEMENTS

Cross-Border Operations Transition

Successfully relocated Sales, Procurement, Logistics, Email Marketing, and Customer Service from the UK to India, achieving a 35% reduction in operational costs.

Efficiency & Cost Optimization Award

Recognized for driving operational efficiency and cost reductions through strategic sourcing and negotiation

EDUCATION

Bachelor of Business Administration (BBA)

- Vinayaka Mission University 01/2015 - 01/2022 Chennai
- Relevant Coursework:** Market Research and Development, Strategic Management, Marketing
 - Academic Achievements:** Led research projects resulting in actionable insights and implemented organizational changes

STRENGTHS

Cost Reduction Expert

Efficiently reduced operational costs by 35% when relocating operations.

Revenue Growth Achiever

Increased monthly revenue by ₹10 lakh through strategic sales initiatives.

Effective Negotiator

Successfully negotiated supplier contracts, saving ₹8 million annually.

Team Productivity Driver

Enhanced team productivity and reduced churn through tailored training programs.

SKILLS

Procurement Management

Vendor Management, Supplier Relationship Management, Cost Reduction Strategies, Procurement Planning, Purchase Order Management, Vendor Evaluation, Strategic Sourcing, Inventory Control, Procurement Forecasting, Negotiation and Cost Savings, Market Analysis, Contract Management

Sales & Marketing

Sales Strategy Development, Sales Training, Customer Feedback Analysis, Sales Process Optimization, Market Trend Analysis, Sales Performance Metrics, Lead Generation, Business Development, Client Relationship Management, Product Knowledge, Sales Forecasting, Revenue Growth

Leadership & Team Management

Team Building, Cross-Functional Collaboration, Leadership Development, Performance Management, Conflict Resolution, Staff Training, Resource Allocation, Mentorship, Decision Making, Team Motivation, Strategic Goal Setting, Project Management

Contract & Vendor Negotiation

Contract Drafting, Price Negotiation, Risk Management, Terms and Conditions Management, Supplier Negotiations, Supplier Audits, Legal Compliance, Purchase Agreement Negotiation, SLA Management, Cost-Effectiveness Analysis, Contract Renewal Management, Dispute Resolution

Strategic Planning

Business Planning, Operational Efficiency, Process Optimization, Long-Term Forecasting, SWOT Analysis, Strategic Roadmaps, Project Planning, Budget Management, Risk Assessment, Market Entry Strategy, KPI Tracking, Competitive Analysis

Communication & Interpersonal Skills

Verbal Communication, Written Communication, Stakeholder Engagement, Presentation Skills, Negotiation Skills, Conflict Resolution, Active Listening, Cross-Cultural Communication, Client Interaction, Relationship Building, Emotional Intelligence, Influencing Skills

Market Research & Analysis

Market Segmentation, Competitive Benchmarking, Consumer Behavior Analysis, Product/Service Analysis, Industry Trends, Target Audience Identification, Market Entry Strategy, Data Analytics, Demand Forecasting, Trend Spotting, Pricing Strategy, Customer Insights

LANGUAGES

English Proficient Hindi Native

INTERESTS

Market research on competitors for strategic insights

Calisthenics & Blogging on Procurement and Sales Strategies