

Apoorva Palled

Commodity Buyer Intern at Vibracoustic Nantes
Master's in Responsible procurement & supply chain management at Audencia
Business School, Nantes

PROFESSIONAL SUMMARY

Procurement and supply chain professional with **international experience in strategic sourcing, supplier management, and contract negotiation within complex industrial and technical** environments. Currently supporting **purchasing operations at Vibracoustic (Nantes)** as a **Commodity Buyer Intern**, with a strong academic foundation in Responsible Procurement and a PhD in Applied Agricultural Sciences. Demonstrated ability to define and execute purchasing strategies from pre-sales to delivery, manage cross-functional collaboration with R&D, production, and project teams, and drive supplier performance aligned with cost, quality, and lead time targets. Proficient in ERP systems (SAP), RFQ platforms (LiveSource), and contract tools (DocuSign, OTRIS), with a focus on continuous improvement and risk mitigation in an international context. Fluent in English and experienced in supporting technical teams on industrial procurement challenges.

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PROFESSIONAL EXPERIENCE

Commodity Buyer Intern | Vibracoustic, Nantes, France | April 2025-Oct 2025

Top mounts | Metal Stamping parts | Spun Pulley | Metal Parts

- New Supplier onboarding, successfully identifying and selecting Eastern European suppliers specializing in metal parts
- Conducted supplier sourcing and portfolio management including quote collection using LiveSource, supplier selection & benchmarking, risk assessment and RFQ feedback meetings.
- Managed contract administration using DocuSign and OTRIS, ensuring timely documentation and compliance.
- Facilitated supplier business reviews and strengthened supplier relationships to drive commodity improvements and cost savings.
- Evaluated supplier cost breakdowns to support negotiations and replaced underperforming suppliers, optimizing supply chain efficiency.

Supply Chain Assistant (Apprentice) | SNF Technology Vijayapura, India | Jan 2022-Dec 2023

Horticulture Direct Raw Materials | Seeds, Chemicals, Breeding tools

- Assisted in supplier sourcing, quote collection, price negotiations, ensuring cost-effective procurement aligned with project budgets.
- Managed purchase orders and vendor contracts, maintaining accurate records and compliance with organizational procurement policies.
- Conducted market research and supplier benchmarking to identify reliable vendors and alternative sourcing options.
- Collaborated with research teams to forecast material requirements and optimize inventory management.

EDUCATION

2024 - est. Dec 2025 | Masters in Responsible Procurement & Supply Chain Management | Audencia Business School Nantes

2019- 2024 | PhD in Horticulture | University of Horticulture Sciences Bagalkot, India

GPA: 9.11

2017- 2019 | Masters in Horticulture | Agriculture University Kota | Rajasthan | India

GPA: 9.1

2013- 2017 | B.Sc. in Horticulture | University of Horticulture Sciences Bagalkot, India

GPA: 8.82

SKILLS

- **Procurement & SCM:** Supplier Sourcing, Contract Management & Execution, Negotiation & Communication, RFQ Management, Cost Analysis, Supplier Relationship Management, Commodity Strategy, Technical Specifications, Budget Alignment, CSR, Digital transformation, AI & ML implementation in SCM, Green logistics
- **Tools:** SAP (including SAP Analytics Cloud), LiveSource, Team Centre, Excel (Advanced), DocuSign, OTRIS, Outlook
- **Data Analysis & Programming:** Excel, R Studio, Python, Machine Learning (Theory + Hands-on)
- **Languages:** English (C1), Hindi (C1), French (B1)

PROJECTS


Dimos – Supplier Market Analysis & Procurement Strategy - Project Leader

- Identified and evaluated potential metal part suppliers; led full sourcing cycle: RFI → RFQ → Supplier Selection → Cost Breakdown Analysis (CBD).
- Presented supplier recommendations and supported risk/quality assessments aligned with sourcing objectives.

TFC | Juice Manufacturing Company – Purchasing Consultant

- Analyzed supplier performance KPIs; restructured PET and orange concentrate supplier portfolio.
- Negotiated revised commercial terms, reduced rejection rate to 1.5%, and increased on-time delivery to 98%.
- Achieved €230K in COGs savings and a 7% ROIN increase.

NOTABLE AWARDS

- Gold Medalist in Academics - Masters - 2019 
- Outstanding Performance award - Agriculture University Kota - 2017-18
- Machine Learning & Artificial Intelligence certificate from IISC Bangalore - 2023
- Power BI certificate from AgMatrix -2025

Nationality - India | Work Permit in France - Talent Passport Famille