

# KUMARAN VENKATRAMAN

*Transforming Supply chain strategy into a competitive advantage through innovation and operational excellence*

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## PROFESSIONAL SUMMARY

Experienced and results-driven Supply Chain Procurement Specialist and Manager with more than 15 years of advancing leadership in global procurement, strategic sourcing, supplier relationship management, and comprehensive supply chain optimization. Proven ability to lead multi-million-dollar procurement projects, enhance operational efficiencies, and achieve substantial cost savings while upholding rigorous quality and compliance standards. Skilled in cultivating strong supplier partnerships, negotiating intricate contracts, and implementing sustainable supply chain practices. A strategic thinker with outstanding analytical skills and a demonstrated history of aligning procurement strategies with organizational goals to boost profitability and competitive positioning in the market.

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## SKILLS

- **Strategic Procurement Leadership:** Expertise in defining and executing comprehensive procurement strategies aligned with long-term business goals.
- **Global Vendor Management:** Proficient in managing global supplier relationships, ensuring optimal performance, compliance, and innovation.
- **Complex Contract Negotiations:** Skilled in negotiating high-value contracts, securing favorable terms, risk mitigation, and supplier performance metrics.
- **Cost Optimization & Value Engineering:** Proven ability to implement cost-reduction initiatives without compromising quality, delivering substantial bottom-line impact.
- **Supply Chain Transformation:** Expertise in reengineering supply chain processes to enhance agility, scalability, and operational resilience.
- **Advanced Data Analytics & Forecasting:** Mastery in leveraging data analytics for demand forecasting, procurement planning, and identifying strategic sourcing opportunities.
- **Cross-Functional Collaboration:** Strong leadership in coordinating across procurement, finance, operations, and legal to ensure aligned procurement initiatives.
- **Supplier Risk Mitigation:** Skilled in conducting supplier risk assessments, ensuring continuity, and mitigating supply chain disruptions through proactive contingency planning.
- **ERP Systems Mastery:** Proficient in SAP, Oracle, JD Edwards, and other enterprise resource planning systems, with expertise in automating procurement workflows.
- **Global Sourcing & Compliance:** Adept in navigating international trade laws, regulatory compliance, and sustainability initiatives in procurement.
- **Sustainability & CSR Initiatives:** Proven track record in driving corporate social responsibility (CSR) efforts through sustainable procurement strategies and supplier diversity programs.

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## WORK HISTORY

09/2023 to Current **Procurement Project Manager - GEP Worldwide**

- Managing and lead a team of program managers working to: Manage blockers to order execution to enable delivery of Direct, Indirect and Capital parts.
- Build strong working relationships across multiple disciplines (Sourcing, Finance, Data Center Operations, Suppliers and others), cultivating strategic relationships and influence across the organization.
- Define new data-driven models to support the evolving business need and optimize service level. - Partner with data center operations to promote transparency of sourcing strategy and to identify opportunities related to inventory optimization Support business case, financial impact and recommended go-forward plans through the analysis of large data sets (via PBI, Excel, and similar mediums).
- Implement measurement frameworks to enable data-driven decision making work independently and be agile in a dynamic and growing environment.
- Drive continuous improvement of deployment processes, including assessment & improvement of - program delivery capabilities, analysis & insights of business performance metrics, and manage voice- of-the-customer feedback loops.
- Define engineer process, and deliver automation feature requests, enabling cohesive solutions for both process and tools that scale and align to a multi-year vision.
- To drive end-to-end orders in the forward flow (Spares, procurement) and reverse flow (Warranty claims) would be the primary role. While doing the same, driving RCAs and evolve with corrective & preventive actions. These would eventually get converted into continuous improvement opportunities that needs to be program managed.
- Conduct regular customer connects (meetings/ visits/ video-conference) to understand customer's current & future needs and seek feedback to improve delivery methodology/ timelines/ resource allocation.
- Track team and project metrics for use in team retrospection and growth, and reporting to product ownership and leadership for project tracking.
- Brainstorm with the team to identify improvement opportunities and initiatives to further improve quality, delivery speed and productivity parameters.
- Conduct periodic reviews with the team (PgMs, PMs) on operational, quality and fulfilment parameters and new idea generation & its implementation on existing projects.
- Orchestrated a comprehensive supplier performance management system, improving supplier compliance with key performance indicators (KPIs) by 25%.
- Championed a procurement transformation initiative, integrating advanced analytics to optimize sourcing decisions and enhance supply chain resilience.

03/2019 to 10/2023 **Operation Manager Huawei (Customer Centric Team -GBS)**

- Streamline functional cycle of supply chain management spanning areas such as procurement planning, inbound logistics, manufacturing, fulfilment, outbound logistics, internal warehouse movements, physical inventory process, logistics and transportation management, advanced SCM functions and so on.
- Interact with presales team during RFP stage/ inception of the project to ensure right solution is proposed to the customer
- Monitor and control procurement costs, seeking opportunities for cost savings and efficiency improvements.
- Address operations issues involving the Customer Assistance Centre (CAC), Order Execution, Blocked Invoice, Catalogue, Contract Maintenance, Tactical Buying and Strategic Sourcing.
- Develop and execute sourcing strategies that align with the company's objectives, ensuring cost-effectiveness, quality, and supplier performance.
- Identify potential suppliers and send RFQ to them based on part design and bill of materials received from engineering team.
- Manage Client (Procurement and Finance) Governance to ensure monthly "Operations Performance Reporting" (OPR) is professionally executed, demonstrating quality and continuous improvements.
- Reporting, training; mentoring, career development and other aspects of management and administration for procurement operations, including recruitment; performance management programs for direct and indirect reports; the establishment of yearly goals; rating calibrations and training plans
- Spearheaded procurement operations for a \$150M spend, ensuring alignment with corporate objectives and operational efficiency.
- Collaborated with engineering, production, and finance teams to streamline procurement processes, enhancing supply chain agility and reducing procurement cycle times by 15%.
- Developed a robust supplier audit program to ensure adherence to stringent quality and regulatory standards, reducing non-compliance incidents by 20%.
- Managing employment practices, including but not limited to, hiring; promoting; merit reviews; professional development and disciplinary actions (with support from corporate functions)

02/2016 to 03/2019 **Customer Account Manager – Nokia Solutions Networks**

- Managing the Supply Chain team that will be responsible for Services contracts (multimillion-dollar responsibility) - develop the most capable and most customer-centric procurement team in the country.
- Accountable for e2e customer purchase order execution for all Business groups. Utilizes expertise and leadership skills to direct staff and to resolve issues to ensure project goals and requirements are met.
- Managed global sourcing initiatives for IT/Consumer connectivity components, overseeing an annual procurement budget of \$50M.
- Led comprehensive Requests for Proposal (RFP) and Requests for Quotation (RFQ) processes, securing a 12% reduction in material costs through competitive bidding.
- Instituted a vendor scorecard system to enhance supplier accountability, improving on-time delivery performance by 18%.
- Partnered with legal and finance departments to streamline contract management processes, minimizing risks and ensuring favorable contractual terms.
- Played a pivotal role in optimizing supply chain workflows, implementing a Supplier Relationship Management (SRM) tool that improved supplier communication and order accuracy.
- Order all products (HW, SW, Services) in all business scenarios, including customer cases and Nokia Risk Orders, Trials, Demonstration, R&D, Free of Charge processes analyses the stock availability against various DC (Distribution Centre) and ensure to allocation based on FIFO method.
- Triggers task creations for PO's, SO, DN, Invoice, L/C to outsourced order management operations and monitors timely completion.
- Solve increasingly complex problems & effectively delegate to develop and groom team members for succession planning
- Maintain client relationships interface through regular co ordinations through internal and external stakeholders
- Coordinate regularly on client priorities and problems & help translate actions for the team Provide innovation to identify opportunities to optimize processes, decrease costs and increase client value.

02/2013 to 02/2016 **Sourcing & Procurement Lead – Flextronics(GBS)India Pvt Ltd**

- Works with customer service to provide appropriate delivery dates, and material planners to convert the Supply Plan into a master production schedule and Provided accurate commitment dates to customer service team across multiple product lines.
- Coordinates and guides the procurement process captures the demand, purchase, goods receipt, verifies invoice, including monitoring and control procedures.
- Streamline functional cycle of supply chain management spanning areas such as procurement planning, inbound logistics, manufacturing, fulfilment, outbound logistics, internal warehouse movements, physical inventory process, logistics and transportation management, advanced SCM functions and so on.
- Interact with presales team during RFP stage/ inception of the project to ensure right solution is proposed to the customer
- Keep monitoring the customer products pattern changes and informing right time to production team for forecast activities
- Ships and plans transportation, verifies freight cost and invoice, coordinates transport, including monitoring and control procedures
- Triggers task creations for PO's, SO, DN, Invoice, L/C to outsourced order management operations and monitors timely completion.
- Lead SIOP and MPS processes at plant level and identify internal and external bottlenecks.
- Forecast the Demand and Supply process of predicting future demand for goods or services from TP EMS and make a decisions about purchasing, inventory, and production with historical data analysis, statistical modelling, and market research.
- Manage bottlenecks issues by coordinating actions with customers and critical resources (suppliers, production).

- Support Direct and Indirect Procurement for a process outsourced from NAM & IO regions.
- Performed quality assurance to meet appropriate standards and facilitate improvement of processes.
- Recommended process improvements to continually identify, analyze and fix constraints and challenges.
- Guided acquisition process to capture projected cost and revenue synergies and move combined organization forward.
- Cultivated relationships with industry leaders and within company to share tips and information.
- Discovered root causes of problems and identified appropriate solutions. Timely creation and issuance of POs to Vendors.
- Preparing weekly overdue delivery report and follow up with supplier for complete delivery.
- Create and Manages the Vendors' details in system through SAP ERP Revise of Purchase Orders for price change, quantity or Delivery Date.
- Order Confirmation with suppliers and update in system same. Respond to queries from Suppliers and Requestors in generic mailbox.
- On time completion of Open PO Report and Shortage Report Interact with the AP team and Purchasing Team to complete the process.
- Responsible to fix and to ensure about the SLA and TAT of the project.
- Ensuring ICS Audit compliances and Release the advance payment request to supplier. Preparing Workflow reports for Daily team meeting.
- Maintain files and documentation thoroughly and accurately, in accordance with company policy and accepted.

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#### Accomplishments & Process Improvements :

- Managed and completed a \$10M IT/ Infra project on time and within budget, resulting in a 15% increase in customer satisfaction.
- Saved over 2,000 work hours annually by eliminating repetitive manual tasks.
- Managed the deployment of RPA technology to automate the order fulfillment process, leading to a 40% reduction in order processing time.
- Automated data collection and analysis from multiple sources, providing real-time insights into supply chain performance.
- GBS Business award for developing OM productivity measurement logics and dashboards and awarded for Order tracking Report in PBI
- Regional award for Customer Commercial catalog (CCC) implementation APJ Indonesia region.
- Standardize purchase order, invoice, and approval workflows within the system.
- Regional award to lead COE transition of order desk scope from COE US to OMC India.

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- ***MBA in Supply Chain Management***
- ***BCS in Corporate Secretaryship***

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#### CERTIFICATIONS

- **Certified Professional in Supply Management (CPSM)** | Institute for Supply Management (ISM)
- **Lean Six Sigma Green Belt.**