

DEEPAK KRISHNAN

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SENIOR MANAGEMENT PROCUREMENT PROFESSIONAL

EPC | OIL & GAS | POWER SECTOR | SHIPPING OPERATIONS

CAREER PRECIS

- A thorough Procurement & Supply Chain Professional having an experience of around 23 years in totality in Materials Management / Procurement & Contract functions.
- Highly analytical and articulate professional with ability to network & influence CxO / Board level stakeholders for driving key commercial initiatives across the organization.
- **Personal Credo:** “Anticipate tomorrow” approach in business

KEY CAREER ACCOMPLISHMENTS

- Accredited with **Samsung Best Employee Award** for the year 2012.
- Successfully executed Riyadh Refinery Project for Saudi Aramco Project as an Instrumentation Procurement Lead Buyer, having project cost of \$3 billion commenced in 2013 and completed in Sep'16 by netting profit \$2 million, as recognition got promoted as Manager Procurement.

COMPETENCY EDGE

+ Global sourcing	+ Purchasing function	+ Vendor Engagement
+ Quotation & Bid Management	+ Procurement	+ Supplier Evaluation
+ Budget Management	+ Desk & Field Expediting	+ Logistics Management

ACADEMIC EXCELLENCE

- MBA in Marketing Management from Southeast Missouri State University- Harrison College of Business
- MBA in Materials & Logistics Management from NIBM in Chennai, India
- Graduation in Economics from University of Kerala 1994

CERTIFICATIONS

- Certified Professional Purchasing Manager, CPPM (American Purchasing Society No: CPPM2150122894)
- Certified Purchasing Professional, CPP (American Purchasing Society No: CPP 2150133198)
- Certified Procurement Professional
- Lean Six Sigma Yellow Belt

PROFESSIONAL AFFILIATIONS

- Chartered Institute of Purchasing & Supply UK (CIPS Australasia, License Membership No: 005518357)
- PMI Risk Management Professional (PMI-RMP, License 178692)

CAREER SKETCH

GENERAL MANAGER - SCM – OSWAL INFRASTRUCTURE LIMITED (EPC) BASED IN AHMEDABAD, INDIA APR'22 – TILL DATE

Projects for Cairn Vedanta & ONGC – RDG In-Fill, RFP Integrated SF- Mangala Ph1 & Ph2, Satellite Field EPF Haliburton, Aishwarya BH, LSF Cairn, HPAI of ONGC – Nawagam, GDU – ONGC, Balco in Chhattisgarh Overall responsibility for Planning, Purchasing and Cost Estimating activities across the business.

- Create and implement best practice purchasing vision, strategy, policies, processes and procedures to aid and improve business performance.
- Responsible for managing relationships and negotiating with key suppliers at a senior and strategic level
- Negotiate contract terms with key suppliers to ensure value for money, quality standards and delivery terms with technical and operational input from stakeholders if appropriate.

- Lead and drive the management of the strategic sourcing portfolio across US\$ 191 total CAPEX & OPEX categories
- Receive of Material Requisition | Review of Material requisition | Preparation of Approved Vendor List | Preparation and Release of Quotation Manage a Team of 12 Members.
- **Process purchase orders and requisitions for products.**
- **Devise purchasing instructions and policies, and ensure proper procedure from both the company and vendors.**

SR.MANAGER -PROCUREMENT SAMSUNG ENGG & CONSTRUCTION CO SAUDI ARABIA JAN '10 ~ AUG 17

SAUDI ARAMCO PROJECTS

CAREER ELEVATION

- SR. MANAGER – PROCUREMENT (E&I) (SAMSUNG ENGG SAUDI ARABIA)
- MANAGER –PROCUREMENT (SAMSUNG ENGG SAUDI ARABIA)
- LEAD - PURCHASING & EXPEDITING
- SENIOR PROCUREMENT OFFICER
- PROCUREMENT OFFICER

CURRENT MANDATE

- Receive of Material Requisition | Review of Material requisition | Preparation of Approved Vendor List | Preparation and Release of Quotation |
- **Business Forecast:** Engaged into forecast material availability based on annual/quarterly installation forecast from Sales & Marketing Deptt.
- **Demand Planning:** Associated with creation and Release Agreements/Contracts including Change Orders, Request Application and Compliance Verification.
- **Vendor Alliance:** Negotiating terms of purchase with vendor. Develop and administer a program for vendor selection, evaluation and vendor Pre-Qualification Process.
- **Contract Governance:** Steering award of various contracts including prequalification, bidding, negotiations, also involved in various claim management & contracting strategy finalization
- **Purchase Requisition:** Managing negotiation and administration of purchasing contracts. Drives strategic purchasing for a specific commodity or item and ensures implementation of a world class supplier base.
- **Time & Cost Consolidation:** Provides timely and cost-effective or subcontract administration of required fixed asset, equipment & services according to technical, quality or quantity specifications.

PROCUREMENT OFFICER

HYUNDAI ENGG & CONSTRUCTION CO.

MAR'07- NOV'09

855MW POWER PLANT PROJECT, SARIR – LIBYA

- Spearheaded entire material and equipment requisite for the divisions of construction projects including managing purchasing & controlling inventory.
- Managed team of 30 and prepared an annual operating budget of \$3.6 million
- Sourced & negotiated pricing for 600 items with an annual purchased value of \$20 million
- Established blanket purchase agreements and bulk commodity pricing agreements.
- Built strong rapport with Project Division, Director of the Construction Division, Regional Managers.
- Provided assistance to project staff for material sourcing, technical support and vendor relations.

- Managed transportation, storage, distribution and inventory control of goods.
- Reviewing, planning, evaluating, warehouse and distribution activities, work methods & cost effectiveness.
- Ensured on time delivery of goods to customers, inventory control with operational augmentation
- Liaising with manufacturer planning dept, freight forwarder & final customers for cost efficient deliveries.
- Audited delivery order, invoices, packing list, certificate of origin, insurance & shipping documents.
- Established and maintained logistics procedures and process to meet audit requirements

LOGISTICS MANAGER

SEASPRAY ALUMINIUM BOATS EMIRATES LLC

NOV'02–MAY'05

(IRAN PROJECTS)

- Ensured schedule of Material Shipment for Import / Export area handled with utmost care
- Expedited L.P.O. & import orders in compliance with the Purchase requisition
- Coordinated with shipping, cargo companies to ensure schedules and inform expected delays in case
- Provided daily delivery and shipment tracking details to the Project Manager.

LOGISTICS MANAGER

FONO DISTRIBUTION SERVICES LLC, DUBAI

MAY'00–SEP'02

- Managed all aspects of operation for a 3000 SF distribution center with 18 person staff.
- Supervised inventory control; import & export shipments; stock control of retail outlets (U.A.E & Middle East), coordinated with the cargo agents & airlines; prepared invoices; purchase orders; maintained cost effective levels of stock within the warehouse.
- Attained 28% rise in productivity by executing innovative employee incentive program
- Implemented a warehouse management software system, imparted training & integrated with the system

PRECEDING ASSIGNMENTS

→SENIOR LOGISTICS EXECUTIVE

KUHNE & NAGEL, DUBAI

JUN'97–FEB'00

→LOGISTICS COORDINATOR

DURALITE – FZE, DUBAI

APR'95–MAY'97

PERSONAL DOSSIER

- **Driving Licence:** Kingdom of Saudi Arabia, UAE, and India.

CURRENT RESIDENT ADDRESS

House NO:3314, Sector 23, Gurgaon - Haryana