**Bhartaish Vitkurkar**

**Procurement & Supply Chain Professional**

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**Executive Summary**

* **25+ years** of **Strategic Sourcing, Procurement, Supply Chain Management, Vendor Development, New Product Development, Projects & Systems Buying in Manufacturing Domain experience in Leadership roles** spread across **Heavy Engineering, Automotive and distribution industry** sectors.
* **Proven Business Acumen, Entrepreneurship passion, Positive attitude, Business Insight** along with expertise to drive **strategic Initiatives** in **procurement of manufacturing items** with **Zero base costing** for complete BOM for manufacturing line of 3W,4W commercial and Passenger vehicles.
* **Strong Commercial & Analytical Skills, Data Analysis Skills, Discipline,** Confident, Polite, Action Oriented and Problem-Solving abilities with expertise in **Supplier Relationship Management** and Strong ability to **Contract negotiation, Capacity management** and **Influencing Suppliers** at Senior and Strategic level.
* **Source to Pay Principles -** Leverages key principles of the Source to Pay process to smoothly execute sourcing decisions, order placement, material/service acquisition and on-time payment of Suppliers.
* **Excellent Communication skills**, Mentor and Coach team to drive business performance across units.

**Professional Experience**

**DGM – Procurement | IGW India Technologies Pvt Ltd, Pune | From Jun 2021 – Oct 2022**

*IGW India is component solution provider manufacturing company with products like Gears, Spline shafts, Rolling Stock & Advance Rail System to automation, agriculture equipments and railway companies in India & abroad.*

**Reporting to HEAD- SCM.**

* Execution of annual business plan of **INR 4500 Million** with proper strategies.
* Team Management of 10 Engineers 3 stores executives.
* Ensure Relationship development and management with key Supplier Leaderships Align with Site Sales, Marketing, Technology, Business, Operations, Finance and Quality Improve Working Capital thru Payment Terms extensions, Payment cycle optimization, Vendor Managed Inventories.
* Inventory and Lead time reductions- **DOH 46 Days**
* Member in inventory audit & inventory control to enhance productivity.

**Manager – Purchase and Vendor Development** **| AMG Corporation, Pune | Jan 2016 – Feb 2021**

*AMG Corporation is a 100% subsidiary of “Premier Seals” and is one of the leading companies in India successfully delivering after market solutions for Automotive spare parts with annual Turnover of 50 Crores.*

**Reporting to COO.**

* Operated as a Sole Authority being a single point of contact for all the sourcing activities. Development of spares and packaging solution as per the market requirement.
* Team Management of 3 stores executives.
* Oversaw Machined components and fabricated parts, Al castings by GDC & composite parts, standard mechanical bought out parts, bevel gears, pulley sets, consumables, cable harness.
* **Driven & Secure Contracts Agreements for the long-term Supplier Quality Benchmarking.**
* **Driven Supply Chain Management** by Planning, costing, negotiating & finalized for different Spare Parts **@ INR 3.5 Crores per month schedule** to support distribution among 150 dealers across India.

**Manager- Vendor Development | Piaggio Vehicles Pvt. Ltd., Pune | Jan 1996 – Nov 2015**

This organisation is a 100 % subsidiary of Italian Auto major M/s. Piaggio & C sPa. The P & C sPa, Italy is the pioneer of the Scooters and Three Wheelers in the world. The “ape” range of 3 wheelers and 4 wheelers are being manufactured at Baramati plant having sales turnover of the company is Rs. 2000 crores.

**Reporting to GM- Materials**

* Joined as Officer- purchase in Jan 1996 (GAU) reporting to Manager- Purchase.
* **Promoted to Executive- Material** in Apr 1999, **Dy. Manger-Materials** in Apr-2004 and then **Promoted to Manager- Vendor Development** in Apr 2012 reporting into Purchase Head.
* **Spearheaded the Supply Chain Management function** driving smooth functioning of Strategic Sourcing, Supply Chain Management functions (Materials Management & Stores)
* Analysed and Improved Policies related to Purchase function.
* **Localized development manufacturing** components of Piaggio Norma makes Vehicle parts.
* **Driven Development of Machined components and fabricated parts,** Castings, Checking Fixtures -Auto weld shop equipment (Stamping Dies Steel trolley for in house material handling.).
* Costing & planning for Strategic Sourcing Value for the complete project with strategy of sourcing and Supplier Management.
* **Leader from SCM team for Complete Body Shop Project**.
* Project Planning and Localization of manufacturing components for 3w (21 Models) and 4W (2 Models).
* **Driven & Secure Contracts Agreements for the long-term Supplier Quality Benchmarking** -

Heavy Stamping tools (Conex, Godrej), **achieved 54% discount** on the final price list quote. for a minimum of 2 years term with an **additional volume base term of 2%.**

* **Driven Supply Chain Management** by Planning, costing, negotiating & settlement for 3W stamping parts **@ INR 100 Crores per month schedule** to support.
* Direct material BOM Cost Savings Results 14% less to budgeted benchmark cost.
* **New Product Development** & Rapid Proto- type - Program Management for the Vehicle exterior parts like Dome, Wind-shield, rear wall, Front & rear Facias of Vehicle.
* Member of Cross Functional Teams in design reviews with customer, project kick-off, Process Automation, productivity, continuous improvement projects.
* Member in inventory audit & inventory control to enhance productivity.
* Action on packaging materials & logistics sourcing.
* Standardization of fabrication parts cost.
* Member of CFT in design reviews with customer, project kick-off, ECN implementation

**Other Assignments**

Associate Manager Materials | AAM India mfg. Pvt. Ltd. | Jan 2010 – Mar 2012 Ahemadnagar

Officer – purchase I Greaves Cotton Ltd I Jan 1996 – Apr 1998 Baramati

Engineer Tool Room | Kalyani Seamless Tubes Pvt. Ltd.| May 1994 – Jan 1996 Baramati

Technical Apprentice | Walchand Nagar Industries Ltd.|Nov 1992 – May 1994 Walchand Nagar

**Education**

Diploma in Mechanical Engineering, Government Polytechnic, Osmanabad in Mar 1992.

Bachelor Of Industrial Engineering, Indian Institution Of Industrial Engineering, Navi Mumbai in Sep 2008.