**VISHNURAM S.R.**

**Contact:**+91–9845764626/ 080-2671 7934~ **E-Mail:**vishnuprat@rediffmail.com

**SENIOR LEVEL PROFESSIONAL**

**Strategic Planning | Materials Management | Commercial Operations | Vendor Development**

**PROFILE SNAPSHOT**

A performance-driven professional with **nearly 30 years** of experience in heading teams for driving Export – Import Operations, Logistics, Procurement, Commercial Operations, Client Relationship Management & Team Management. A strategic planner with expertise in implementing cost saving measures to achieve reduction in terms of logistics cost. A keen planner & implementer with demonstrated abilities in devising & optimizing the service operations activities. Excellence in developing a credit control procedure & financial policy for Customers, credit limits fixation, follow-up and collection drive on overdue AR. Adroit in ensuring suppliers’ service compliance, cost, delivery & quality expectations, while provide outstanding value in product technology & supplier innovation.

Deft inmanaging Accounts Receivables, Collections, Overdue Follow-Up, Conducting Dealer Audit & evaluating the Credit worthiness. Exceptional negotiation & relationship management skills with ability to relate to people at any level of business. Gained extensive experience in Supply Chain Operations, Transportation Systems, Purchase & Inventory, Space Utilization & Configuration and Vendor Relation Management. Effective communicator with exceptional interpersonal skills and hands on experience in team leadership & imparting training to new hires.



**MBA (Production Management)** from CSM – IGS, Canada in 2003

**Graduate Diploma in Materials Management** from Indian Institute of Materials management, Bangalore

**Diploma in Business Administration** from St. Joseph College, Bangalore

**Diploma in Computer Application** from ISCT, Bangalore

**B.Com.** from Bangalore University, Bangalore in 1991

**SKILLSSET**



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**EMPLOYMENT DETAILS**

**2007 –2015 : RJ Softech India, Bangalore as Purchase Head**

**Role**

* Spearheading procurement of computer peripherals, accessories and spare parts, printing & stationeries and housekeeping items
* Facilitating order finalization with vendors and follow up till payment
* Serving as the bridge between company and vendors



**2001 – 2006: Maini Precision, Bangalore as Purchase Officer**

**Role**

* Supervised 12 personnel for handling procurement, sourcing & vendor development
* Distinguished efforts towards facilitating MFG-Pro ERP solutions, whileidentifying & developing new vendors
* Ensured material follow-up, purchase order & schedules release, vendors& accounts follow-up regarding supplier payments, whilemaintaining stores bin cards, material receipts & issues
* Organized transport for dispatch of components, whileimplementing ERP & local logistics to customers
* Consolidated central excise annexure & documents as well as challans & filing of sales tax returns

**Achievements**

* Demonstrated excellence in minimizing costs by 30%– 40% per annum through alternative vendors
* Holds the credit of facilitating 25% minimum cost per annum by using standard market available products instead of customized products wherever approved and possible

**1999 – 2001: Pavan Surge as Admin Support**

**Role**

* Supervised 4 personnel along with invoicing & follow-up of supplies& payments as well as stock procurements & maintenance
* Released purchase order, employee register & their payments & receipt of purchase order from customer
* Administered administrative & procurement activities
* Ensured availability of material at stocks and consolidated sales order and invoice in system
* Releasedinvoice in the system for printing and informing warehouse for dispatch
* Proactively arranging stock transfers of materials from other regions if material is unavailable
* Preparedstock transfers along with indenting of material requirement with purchase department and in-warding of material receipts in the system
* Consolidated credit notes & stock reconciliation statement and created supplier master, customer master and item master

**Achievements**

* Played a pivotal role in purchasingdirectly from companies on MOQ and saving around 25% per annum

**PREVIOUS EXPERIENCE**

**1992 – 1999:VST Tillers, Bangalore as Assistant – PurchaseRole**

**Role**

* Development, procurement and follow up of sheet metal & fabricated parts, gears and shafts, castings and forgings, rubber components, screws and fasteners, general consumables for assembly of agricultural tillers and tractor manufacturing.

**TRAININGS ATTENDED**

* SAP Training in MM Module from SAPZEN, Bangalore from Oct’05 – Jan’06
* Interactive training from Oscar Murphy Strategists Agency

**PERSONAL SNIPPETS**

Date of Birth: 14thMay 1970

Languages Known: English, Hindi, Kannada and Tamil

Permanent Address: 1542, Aashirwad, 28th “A” Cross, BSK II Stage, Bangalore – 560070

Passport Details: P8365943 VALID UPTO 03/-3/2027