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**SURAJ KUMAR**

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**~ Junior Management Professional ~ *Supply Chain, Procurement, Material Management***

***Industry Experience: 9+yrs.***

**Skill Set**

**Vendor Management**

**Optimization ~ Logistics**

**Supply Chain Management**

**Commercial Operations**

**Purchase**

**Supplier Rationalization**

**Logistic cost saving**

**Packaging improvements**

**Self-development**

**Profile Summary**

Currently associated with Escorts Agri Machinery Ltd. (Manager– Supply Chain and Materials Management.

• An astute professional with over 9 years of rich experience in purchase

Of proprietary components.

* Expertise in negotiating with vendors and developing alternate channels to ensure timely delivery.
* Proven abilities in managing various activities like demand planning, forecasting, demand fulfillment and inventory management.
* Resourceful at maintaining relationships with clients to achieve quality product and service norms by resolving their service related critical issues.
* Exposure in SAP 4.7 Super user as MM module used for various material movement and commercial activities.
* A keen communicator with honed interpersonal, problem solving and analytical abilities.
* Deft in Vendor relationship management, strategy formation, planning and day-to-day management.
* Possess a flexible & result oriented attitude with acute analytical skills.

**CORE COMPETENCIES:**

* Identifying and developing vendor source for achieving cost effective purchases of raw materials and reduction in delivery lead time.
* Instrumental in taking stringent measures to ensure parts availability as per the production plan.
* Periodically conducting Internal Audits to assess the status of part inventory of system and taking corrective measures for achieving organizational norms.
* Monitoring day-to-day supplier performance to ensure the material availability for JIT (just in time) suppliers.
* Constantly working with quality team to improve part quality from Suppliers.
* Dexterously resolving technical problems of vendor, conducting rejection analysis for improving the vendor quality.
* Consistent involvement in cost reduction engineering teams.
* Monitoring & supervising problem analysis and taking corrective & preventive measures at the supplier’s end for part supply issues.
* Consistently evaluating vendor performance to ensure adherence to predefined specifications and supply of quality material / execution of job works.
* Assessing the performance of the vendors based on various criterions such as quality/ technology improvement rate, timely delivery, credit terms etc.
* Finalizing purchase orders, schedules and follow up with vendors for supply of components
* Ensuring optimum inventory levels for achieving cost savings without hampering the project process.
* Developing and maintained healthy business relations with clients, ensured high customer satisfaction matrices and achieved delivery & service quality norms.

**ORGANISATIONAL EXPERIENCE:**

**Currently working as Manager SCPC—Escorts Agri Machinery, Faridabad. Since Oct 2018.**

**Key Result Areas:**

* Manage the day-to-day operations of materials that promote efficiency and effective plant operations.
* Determines production needs and manages material flows and inventory in the plant.
* Operations including shipping, receiving, and ensuring inventory levels are properly maintained and accurate.
* Assures implementation of strategic sourcing strategies developed by division and enterprise strategic sourcing teams.
* Work with suppliers that fail to meet schedules and help them develop recovery schedules.
* Ensure all engineering changes and phase outs take place smoothly while working with the various disciplines that are involved.
* Reorganized the purchasing function, and created higher standards to better support operations.
* Performed ABC analysis to control and reduce inventory per MRP requirements resulting in annual savings.
* Reduced air freight for inbound purchased materials through standardized work, layered auditing, and shortage reviews.
* Managed and created all production plans for the facility using a forecast, map and capacity planning.
* Scheduled and monitored the daily in warding based on production demand averaging 98% on-time delivery of materials.
* Ensure consistent delivery for raw materials and components while achieving material cost reduction targets.
* Improved inventory accuracy to 98% by improving cycle count procedure and random count audits.
* Worked with packaging engineer on implementation of a returnable program to replace expendable packaging, annual savings.
* Eliminated material shortages make/buy decisions based on capacity and actual costs.
* Ability to solve practical problems by collecting data, establishing facts and draw valid conclusions.
* Improve and optimize the lead time between our suppliers and our facilities. Create integrated replenishment strategies to decrease operating working capital
* Management of approx. 50-60 Suppliers plus Consignment Management
* Provide short and long-range material projections to vendors. Execute phase in/out strategies for promotional activities and product discontinuations
* Liaises with warehouse staff to understand and adhere to space constraints to manage inventory levels within agreed targets
* Process work daily from Oracle planner/scheduler workbench to ensure timely and productive workflow
* Promoting, identifying and implementing cost-saving ideas in addition standardization and simplification on procurement, negotiation, selection and other matters related to materials and services to obtain maximum value and efficiencies for the company.

**Highlights**:

• Implementing various methods to build up FGS at vendor end to reduce the criticality or surprises.

• Targeting suppliers for rationalization.

• Implementing methods to improve packing of materials more environment friendly.

• Streamlining suppliers to build up RFD.

• Implementing 100% ASN adherence.

• Implementing Kanban activity to enhance productivity increase at plant level.

• Procurement of proprietary & Electrical commodity like pumps/motors/cylinder/steering column/wheel RIMS/lights/horn/buzzer/sensors/electrical panels/Radiators/wiring harness etc.

Previous Work Experiences 3 :

• From Oct’13 to Oct ’18 worked as Deputy manager Supply chain in Mahindra & Mahindra ltd.

* Responsible for partnering with all plants of Farm division for Production to achieve and sustain 95% OTP.
* Involved in activities pertaining to buying & quality monitoring of regular parts in accordance with production plans
* Looking after minimum inventory management at supplier end and plant level
* Working in close association with inter departmental teams for achieving quality, cost & delivery as per the defined targets and deadlines
* Observing and evaluating performance of suppliers for different set criteria
* Collaborate with Marketing/New Product Development teams and communicate required specifications to execute New Product Development and innovation initiatives
* Interact with various stakeholders to ensure the organization of the materials is meeting customer expectations both internal and external.
* Integrate and develop new suppliers for insourcing and outsourcing of materials.
* Responsible for monitoring inventory through DBM-Dynamic Buffer Management and send MIS to top management.
* Responsible for managing logistics of Parts and keep premium freight (By Air/Train) in predefined limit
* Identifying and establishing reliable sources for supply of material and finalizing procurement contracts on most competitive terms
* Ensuring a regular follow-up with respective vendors for smooth deliveries within the pre-defined schedules
* Coordinating ER-Engineering release and Accountable for new part implementation with 0% non-moving inventory.
* Interacting with Quality team for all Quality Issues and also providing assistance to sort out issue at supplier end.
* Managing logistics of all parts & interact with logistics provider for best possible cost-effective solutions.

Previous Work Experiences 2:

• From Dec-11 to Oct -13 worked as Engineer Supply chain in Tractors & Farm Equipment Ltd. (TAFE) .

Key Result Areas:

• Responsible for procurement of automotive parts like forging parts, Proprietary parts, as per the MRP Plan.

• Maintain a balanced inventory levels for all the stranger, repeater & runner models for tractor built.

• Make frequent visit to suppliers for audits on supplier stocking policies as intimated by company.

• Develop a good business strategy with business partners to achieve the corporate goals.

• Moderation of schedules after MRP run for critical and stranger parts.

• Risk analysis of all parts every month and CFT discussion for critical parts.

Previous Work Experiences 1:

• From July 2005 to May 2008 worked as Diploma Engineer in Sona Koyo Steering System Ltd, Gurgaon.

Key Result Areas:

• Ensuring random quality check & preparing check sheets.

• Maintain 5’s, POKA YOKE, kaizen, Kanban system.

• Preparing Daily /hourly production monitoring reports.

•To provide managerial support to production manager on daily department operation, such as 5S,output and continuous improvement etc.

• Assist with the implementation of continuous improvement processes for efficiency to create a Lean

• Manufacturing environment

• Develop best practices to improve production capacity, quality and reliability

EDUCATION:

* Bachelor of Engineering in Mechanical Engineering from Sri Satya Sai Institute of Science & Technology(MP) in 2011 with 72 %.
* Diploma in Mechanical Engineering from Acharya Polytechnic Bangalore in 2005 with 63.3%
* SSC from Holy Mission Sr. Secondary School, Muzaffarpur in 2002 scoring 73 %
* MBA from ISBM-Mumbai-(part time)-2013.

**IT SKILLS:**

• Packages : SAP End User and SAP Super user for MM module/Oracle.

• Computer Skills : MS-Office/Word/Excel.

**PERSONAL DETAILS:**

* Date of Birth : 9th July 1987
* Languages Known : English, Hindi.
* Marital Status : Married.
* Current address : House no-1171-sector-15-Faridabad-Haryana
* Permanent address : Anand NAGAR, Gobarsahi-road no-1, -Muzaffarpur –Bihar.
* Current CTC : 12.6 Lacs Per annum
* Expected : Negotiable.
* Notice period : 2 months

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