**RESUME**

**Kiran Mhapankar**

Gaurav Regency, D-301,

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Mira Road East

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***Summary:*** *20 years of experience in field of Purchasing across various Engineering Sectors like- Automotive, Electronics, Hydraulics, Off Highway Vehicles, Steel – Metals & Minerals.*

**Companies Worked**: 1) Mahindra & Mahindra Ltd – Auto and Farm Sector, 2) Larsen & Toubro, 3) Hyva India Pvt Ltd, 4) Minex Metallurgical Co Ltd.

**Skills:** 1) Leadership 2) Project Management, 3) Negotiation Skills 4) Manufacturing / Process knowledge for Sheet-metal (Stamping, Heavy Fabrication, Casting, Glass, Forging, Rubber, Hydraulics & Plastics 5) Vendor Development 6) Strategic Sourcing / Purchasing) 7) Supply Chain Management 8) Imports 9) Cost Reduction thru Value Engineering (Cost Re-Engineering ) 10) Should Cost for Sheet-Metal, Machining, Casting parts. 11) Imports Management 12) Materials Planning 13) SAP ERP experience.

***Company: Minex Metallurgical Co Ltd (Since May 2019 till date)***

**Purchase Head**

**Key Roles:**

* Leading Procurement team of 4 people.
* Reduced inventory from Rs 78 Crs to Rs 41.5 Crs in time span of 6 month.
* Achieved Cost saving of 3% of RM cost.
* Handled a quantum of 600 + materials (part codes)
* Implemented Strategies for procurement of Raw Materials and BOP’s for Imports items likes- Calcium, Magnesium, Domestic Materials – Steel and other items – Fabrication, Forging, BOP,s etc.
* Introduced 4 new suppliers for Imported Raw Materials , and two for domestic materials
* Handled imports from Europe, China and Russia.
* Actively Supported CEO for implementing processes in other departments -Sales.
* Implementing of Demand Planning ERP module.

***Company: Hyva India Pvt Ltd, Mumbai***

**Manager Purchase (Sourcing + Development) from April 2015 to May 2019)**

**Key Roles:**

* **Leading team of 2 people – Indirect Purchase and MIS.**
* **Parts Price settlements and development** – Sheetmetal- Stamping parts, Heavy fabrication parts, Forgings, Plastic parts, Bought Outs , Hydraulic parts – Hoses, fitting, pipe, Hard wares.
* **Strategic Sourcing & Vendor development for above category parts.**
* Raw Material price settlements – SAIL, JSW, TATA Steel, Uttam Value for Monthly/ Quarterly.
* **Cost Reductions: Alternate Sourcing, Bulk / Volume discounts, price settlements thru target costing .**
* Activity based costing for out sourced / Sub contracting parts.
* **Project Management for new projects. Timely completion of projects**
* **Imports** of Cylinder Tubes and Cylinder Tipping Kits Parts from Europe and China
* **Purchasing MIS – to group (Netherlands office).**

***Company: Mahindra & Mahindra Ltd., Auto & Farm Sector, Kandivali***

(Mahindra Automobile, Tractors, Trucks & 2 Wheelers)

**Dy Manager Strategic Sourcing AFS (4 years, Period: Dec 2011 till Mar 2015)**

**Key Roles :**

* **Price Settlements (Commercial Settlements)** for BIW (Body In Whites ) i.e Sheet metal Parts, Glass and Wheel Rims
* **DSS – Differential Supplier Strategies** for part family /commodity for putting strategies in place.
* **Supplier Risk Management Program –** Working closely with **BCG** for running this program.
* **Material cost reductions** thru Value Engineering for BIW / Wheel Rims / Glass
* **Cost reduction**- thru Negotiations / Volume discounts / YOY discounts etc.
* **Supplier panel finalization** for new projects (Supplier selection strategies)
* **Releasing “Vendor on Board”** / Business Allocation to supplier considering CASH FLOW, PRICE MIGRATION, NEW TECHNOLOGY etc.
* **Ensuring Supplier capacities** / **no production loss** due to supplier capacity concern/ Capacity Signoffs for Sheet Metal Parts.

**Department: Component Development and Materials Management (3 years : Period: Aug 2007 till Nov 2010** )

**Key Roles:**

1. Development of Sheet Metal, Forging, Plastic, Prop parts – like electrical wiring Harness etc
2. Imports of materials – from China & Japan for Agricultural Equipment, parts, components etc.
3. Ensuring First Time right part and every time right part development.
4. Tooling Price Settlements
5. Process finalization for new drawing released with supplier.
6. Quality Checks implementation at suppliers end to ensure right quality product (KAIZENS / 5S etc)
7. Scheduling materials as per monthly requirements and planning to meet production schedules.
8. Timely procurement of materials to ensure no production loss.
9. Cost Re Engineering – for existing parts to reduce price and increase component quality.

**Company: Larsen & Toubro, Electrical Business Group, Mumbai**

**Department: Air Circuit Breaker – Purchase (2 years, Period: Oct 2005 to July 2007)**

**Key Roles:**

* **Material analysis on - ABC** , High –Medium- Low, Local – Import and control of purchase / procurement
* Purchase of Turned Components & Plastics items of Air Circuit Breaker (ACB)
* Price Settlement with Supplier for Turned parts and Plastic parts
* Ensuring no Production loss due to material shortages.
* Ensure buying activities (scheduling, follow up, bill of material matching)of all raw materials and Bought out items, IUTN parts. Responsible for maintaining inventory within norms. key responsibility is to ensure timely availability of material as per plan. Maintain supplier relations.
* Ensure material procurement in Kanban Qty.
* Co-ordinate with Manufacturing and Vendor Quality for material inspection/ acceptance for production.
* Monitor and control target inventory Levels thru Kanban.
* Reduce material variance in system and actual.

***Company: Mahindra & Mahindra Ltd, Tractor Divison, Mumbai***

**Department: Component Development & Materials Management ( 5 Years, Period: Aug 2000 to Sep 2005)**

**Key Roles :**

* Development of AppliTrac Business Products (Tractor Implements ) **Heavy Fabrication items like Loaders / Dozers / Backhoe/ / Plough**
* Production line set up at suppliers place.
* Price Settlement of the above products
* Supply Chain Management for this category product along with Logistics.
* Co-ordination with Design team for Value Engineering proposals.
* Tooling settlement / Fixtures price settlement.
* CAPEX Budgeting / Revenue Budgeting

**Software Exposure:**

SAP – MM module Super User,

Infor LN (BAAN) – Super User.

Coincap

MS word, MS excel, power point.

**Education:**

* Diploma in Mechanical Engg. from Govt. polytechnic Malvan – First Class ( May 2000),
* Pursuing - **Graduation in Materials Management from IIMM (Project Phase)**

**Achievements: -**

* SPOT award for Savings / Reductions.
* Divisional Award for Product Establishment – Front End Loader Innovation.

**Personal Profile:**

Name: Kiran Mhapankar

Date of Birth: 14.03.1981

Marital Status: Married

Nationality: Indian.