

## Dr. KRISHNAN SAMPATH

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### CAREER PROFILE

- CxO level professional with extensive experience in Consultation,
- Procurement, Construction, Operations, Administration, HR, Training,
- Supply Chain, and Contracts.
- Indian Air Force Veteran (Logistics Branch).

### SKILLS

- **Commercial Leadership:** Strategic sourcing, vendor management, supplier negotiation, contract management, procurement strategy, self-starter, proactive, time management, empathetic leadership, team collaboration, change management, ethical practices.
- **Enterprise Management:** MIS management, reporting, contract agreements, subcontracts, BG, LC, taxation, statutory requirements, Capex planning, Opex control, pre-bid activities, post-bid activities, consulting, commercial training.
- **Project Management:** EPC, construction management, project planning, cost control, budgeting, risk management.
- **Supply Chain Management:** Logistics, inventory management, supply chain optimization, supply chain operations, supply chain profits, materials management.

### WORK EXPERIENCE

#### AVS Business Management Consultant ▪ Chennai, Tamil Nadu, India

##### Business Management Consultant

05/2024

Commercial consulting opportunities, Mentor, Organization transformation, Professor of Practice, Training, capex procurement services, international sourcing

#### Mtandt Group, Chennai

##### CxO role (Feb 2020 – May 2024)

- Capital Equipment Business Operations, Sourcing and Contract Management
- Construction Equipment sourcing
- Brownfield factory construction in Chennai and Noida (20000 SQM area, Project Value: 100 Crores).

#### B&B Developers, Vellore

##### Management Consultant (June 2019 – Dec 2019)

- Provided project commercial management services, post-contract administration, and construction life cycle management.
- Projects: Udangudi Thermal Power Project (Tower A and associated structures), Regional Head Office, IOCL, Bengaluru (Combined Project Value: 270 Crores).

#### E&T Construction Pvt Ltd

##### Founder Director (Oct 2015 – Dec 2019)

- Provided specific engineering and design services.
- Projects included construction of composite buildings (automobile showrooms, industrial buildings), infrastructure projects (roads, drains), residential developments, and villa construction.

#### L&W Construction Pvt Ltd, Bangalore

##### GM Procurement & Sub Contracts (Aug 2013 – June 2015)

- Responsible for procurement and sub-contracts function of the group companies, group P&M management, inventory and strategic sourcing.
- Managed procurement budget of 1000 Crores INR and above per annum.

#### M+W High Tech Projects Pvt Limited, Chennai

##### Head Procurement (Jan 2013 – Jul 2013)

- Responsible for sourcing and contracts for mechanical and process equipment packages, inspection, Expediting and subcontract management, imports and LC management

- Managed large sub-contracts and packages (more than 800 Crores).

#### **Mtandt Rentals Limited, Chennai**

##### **GM Logistics & Operations** (Mar 2013 – Jan 2013)

- Capex Procurement (boom lifts, scissor lifts, aerial work platforms), plant maintenance program management and Opex control, imports from US, Europe, and Far East, and disposal of assets.

#### **Leighton Contractors India Ltd, All over India**

##### **Procurement Manager** (Feb 2006 – Oct 2011)

- Overall control and responsibility of project procurement process and material control
- Procurement planning, Capex and Opex, cost control, and supply chain profits.
- Support to pre-bid estimation
- Led implementation of division-specific IT infrastructure for supply chains.
- Promoted safe buying practices and a strong HSE culture among the vendor community.
- Managed a procurement budget of 9000 Crores in 5 years.

#### **TVS Logistics, Chennai**

##### **Project Manager** (Apr 2005 – Feb 2016)

- After market business – Procurement, production, export to north American and European countries and international logistics
- Key account management, revenue, and project P&L management

#### **Retail Venture, Chennai**

##### **Founder** (July 2002 – Dec 2004)

- Self-promoted retail venture which included 6000 lines spread over 1500 Sq Ft Stores area.
- Role: Running a Departmental Store.

#### **Axles India Ltd, Chennai**

##### **Asst Manager-Stores** (Feb 2001 – Jun 2002)

- Material control and unit accounts, provisioning, forecasting and stores accounting, logistics (finished goods, WIP & raw materials and inter-plant movements), and scrap assessment and disposal.

#### **Indian Air Force, All over India**

##### **Logistician** (Jul 1984 – Jul 2000)

- Rank last held: Airman, Sergeant, Senior Non-Commissioned Officer.
- Logistics and inventory management, material preservation and packaging, local procurement and annual tendering process, material audit and accounting, general administration, and secondary duties.

## **ACADEMIC**

- Ph D in Construction Supply Chain Management, Vinayaka Mission University (2009 – 2013)
- Executive Management Program (SMP), IIM Calcutta (Sep 2006 – Oct 2007)
- MBA, Vinayaka Mission University (June 2003 – May 2005)
- M.Phil, Annamalai University (2010)
- M.A, Annamalai University (May 1994 – May 1996)
- Graduation – Air Force Equivalent

## **CERTIFICATIONS & TRAINING**

- Materials Preservation and Packaging, DMSRDE, Govt. of India, Kanpur (2000)
- PG Diploma in Materials Management, Annamalai University (Sep 1997 – Sep 1998)
- Diploma in Rail Transport & Management, Institute of Rail Transport, New Delhi (1999)
- Import and Export Management, IIMM, Indore (1997)
- Logistics Management and Inventory Control, Air Force Station, Samba (1985)
- Successful Negotiation: Essential Strategies and Skills, University of Michigan/Coursera (March 2020)
- Contract Law : From Trust to Promise to Contract, Harvard University/HarvardX (April 2020)
- Certified Peer Reviewer, Elsevier Researcher Academy (May 2020)
- Technical Writing Skills, Elsevier Researcher Academy (May 2020)
- Professional Ethics for RICS Members from RICS
- Constantly updating IT knowledge from 1989
- All MS office suites; academic knowledge of modern tools Ariba & procure to pay, JDE and customized ERP
- Safety leadership program and various (in house / external) MDP
- Fire Fighting, Small Arms & Explosives Handling and Patrolling & Security Management
- Certificate Course in Basic Counselling Skills at Valliammal Institute, Madurai in 1998

## **PROFESSIONAL MEMBERSHIPS**

- Alumnus, IIM Calcutta
- Fellow, Indian Institute of Materials Management (IIMM)
- Member, Institute of Supply Management
- Former Charter Member, Chartered Institute of Logistics & Transport, India (CILT) & RICS
- Life Member, Institute of Rail Transport, Min of Railways, Govt. of India
- Life Member, All India Management Association (AIMA) and Madras Management Association (MMA)
- Member – Teaching and Education Research Association, Eurasia Research

## **PUBLICATIONS**

- A Study on Organisational SCM framework and Experience in Supply chain Leadership, International Journal of Commerce & Behavioural Science
- Exploratory Study of Risk Factors and Development of Risk Matrix – Focus on Construction Industry, 2nd International Conference on Management Practices for Sustainable Growth A Multi-disciplinary Approach, Annamalai University
- Growth of Construction Supply Chain, National Conference on Transcending Horizons Through Innovation, Vishvakarma Institute of Management, Pune
- Import Restrictions of Steel – Does it Matter?, Material Management Review
- Logistics and Supply Process in Offshore Oil & Gas Construction Industry – A Process Unfolding, Material Management Review
- Responsive Bidding – A KPI to Supply Process, The 8th Annual Research Session (ARS – 2009), an International Conference on Transition for new paradigms, held at Eastern University, Sri Lanka
- Role of Supply Chain in Successful Project Delivery in Indian Construction Industry, The International Journal of Social Science and Management
- Supply Chain Management – Current scenario, Edited Volume, Book
- Traditional Procurement Vs Public, Private Partnership Model- A solution-based approach for the Indian subcontinent, AIJBSR

## **PUBLISHED IN LINKEDIN**

- SCM – The unanswered requirements yet..
- CaaS - Construction As A Service
- Risk Management in Construction Supply Process
- GROWTH OF CONSTRUCTION SUPPLY CHAIN
- Case Study 2 - Succession Case Story - Construction Equipment Rental business
- Case Study 3 - Navigating Global Production Challenges at Avio Heavy Equipment Limited

## **PERSONAL INFORMATION**

- Date of Birth: 02nd June 1966
- Languages:
  - To Read, Write, Speak - English, Tamil, Hindi
  - To Speak - Kannada, Malayalam