

Harsh Vardhan Lal

No. 25,14th main, 2nd Cross, Jyothi Nagar, Bangalore 560072

Email:- hvl.new90@gmail.com ; Mob:- +91-9717164492

Professional Summary

- I am a skilled purchase officer with years of experience in procurement, vendor management, inventory management, procurement planning, effective negotiation and supply chain management.
- Have two years of experience at JSPL, Raigarh Purchase Section. Was the purchase manager with highest number of PR to PO conversion rate.
- Had acquired diverse skills working as Business Development Head at Xboom Utilities Pvt. Ltd., Bangalore

Areas Of Excellence

- strong networking and negotiation
- mathematical skills
- understanding of supply chain management and logistics
- proficiency in supply chain software
- Savings, Cost Reduction and Cost Avoidance
- Leadership Skills
- Communication skills

Software Skills

- SAP
- Microsoft Office
- Wordpress
- Asana, Slack

Work Experience

Business Development Head atXboom Utilities Pvt. Ltd., Bangalore
September 2015 – Present

- Responsible for procurement, marketing and exploring new business opportunities.
- Managing cost competitive procurement.
- Maintaining good relations with suppliers and clients.
- Managing logistic partners to ensured timely delivery.
- Explore new demands and customers for the products.
- Giving presentation at various places about our products for marketing.
- Exploring Partners for business tie-ups.
- Exploring marketing strategies and recruiting best people for the same
- Supervising a team and effective decision making.

Achievements at Xboom Utilities Pvt. Ltd.:-

- From selling self defense equipments went on to sell more than 150 products including Drones, GPS Trackers, Hover boards etc.
- Brought the company at the stage of giving Franchisees of its own.
- Diversified the product portfolio to include medical equipments.

Assistant manager, Purchase Section,JSPL Raigarh**March 2013 – June 2014**

- Handled Responsibilities of Project Section and Mechanical MRO section
- Managed rate contracts
- Was handling Purchase worth Rs. 100 Cr annually.
- Maintained healthy savings compared to last purchase price of more than Rs.10 Cr annually
- Explored new vendors who were more price competitive.
- Responsible for complete procurement cycle from receiving PR to generating PO, ensuring delivery and payment to the supplier.

Achievements at JSPL Raigarh Purchase Section:-

- Achieved PR to PO conversion rate of 450 POs per month.
- Handled section with highest work load.
- Successfully handled procurements of new Corporate Tower at JSPL Raigarh

Graduate Engineering trainee at JSPL Raigarh**July 2012 – March 2013**

- On job trainee at JSPL, Raigarh Cement plant
- Looked after Electrical Maintenance of Cement Plant

Education

Degree	Uni./Board	Institute	Year of Passing	Percentage
B.Tech. (Instrumentation Engineering)	IIT Kharagpur	Indian Institute Of Technology, Kharagpur	2012	64%
XIIth	CBSE	Bal Vidya Niketan, Jehanabad, Bihar	2007	67%
Xth	ICSE	St.Pauls' High School, Patna	2005	81%

Hobbies and Interests

Sattvik cooking, reading books on spiritual topics and Gymming.

