



Venkata Kumar Krishna Rao, Kotturu

Mobile :+91-9871878942 | Email & Skype Id : krishnavazrang@gmail.com
BS Layout, Visakhapatnam – 530013 | Sector-22, Dwaraka, New Delhi - 110077

SENIOR MANAGEMENT PROFESSIONAL – 20+Years' Experience (Gulf Experience/ Africa Experience) (Oil Gas /Downstream/Projects/ EPC/ Constructions/Mfg/ Distribution)

*A result-driven professional targeting managerial assignment in **PROCUREMENT – SCM/ESTIMATION & CONTRACT MANAGEMENT/ LOGISTICS MANAGEMENT/OIL-GAS & PROJECT MANAGEMENT/ SAFETY –HSE /IOSH .***

Career Summary

MBA (Materials Management) / Diploma Engineer in Electrical and Electronics, Techno Commercial professional, Production Planning &Control and also **OneYearDiplomain HSE / IOSH**,with **over20 years'** rich experience in:

- Sourcing Initiatives	- Estimate Project Cost	-Cost Savings
- Sub-Contract Management	- Operations Management	- PPC Operations
- Stock Management	- Vendor Development	- Team Building & Leadership
-Technical Audit (Electrical)	- Business Development	- Strong Productive Negotiations
ERP work exposure on various-packages(ERP,Focus,SAP{MM},MS Office)	-Interpersonal Skills;	
Inventory Control	- LPG Operations	

- **Proficiency in managing** implementation of key procurement / alternate sourcing strategies for contingency plans and ensuring that plans are aligned with project as well as the production / project / operational requirements
- **Contributing** to supplier segmentation and relationship management within the category for global suppliers as well as supporting affiliates on incorporating SRM practices with local suppliers including supporting regular business reviews with strategic global suppliers and key internal stakeholders, to review performance, resolving key issues and driving continuous improvement
- **Timely communicating** to project / operations department regarding construction of new plants and capital projects at existing facilities,plan of deliveries to leaders at all levels of the Company
- **Interface** with project managers, project engineers, lead discipline engineers and assigned project services personnel
- **Develop and maintain** project procurement and expediting reports to include Issue For Bid (IFB), technical specifications, RFQs, inviting for techno commercial bids, coordination of bid evaluations and approvals, preparation and issuance of purchase orders/contracts, PO document and delivery / payment milestones
- **Act as a bridgebetween** QC and Warehouse team for review of Material Qualities, MRN, Resolve Overage, Shortage, and Damage (OSD) focus on invoice processing issues, handle back charge administration and purchase order/contract close out
- **Excellent Negotiator** offering rich expertise in Procurement & Supply Chain while strategically proposing innovative solution
- Possess rich experience in procurement of **Electrical Spares, Construction Materials, Electronic Components, CAPEX, Mechanical Spares, Instrumentation, IT Hardware and Lubricants**
- **Successfully completed**various projects in Seawater Magnesia, Oil& Gas, EPC, Shutdown Operations,IT& Telecom sector
- Built and developed **long-term partnerships** by implementing **supplier partnership programs** that provided competitive advantage while ensuring premium **quality supply and a reduction of total system costs**
- Interfaces with Project Manager to Plan & Prioritize Purchasing activities

Jan'2019 to Till Date:Working with M/s. Sterling Oil Exploration & Energy Co. Ltd (SANDESRA Group) – Lagos, Nigeria as a Sr. Buyer

Purchasing complex engineered equipment and services as well as electrical equipment, instrumentation, piping commodity materials and key mechanical spare parts.

- Managed cross-functional team of 12 in 3 locations (Kwale LPG Operations, OML-13 Construction Project, Beneku & Aggu Flow Station Project Procurement), ranging Project team members to Stake Holders and collaborated with Budgets, Project Schedule targets, and timely operations.

- Minimize the Cash Purchase transactions (20%) at site by introducing through vendor development with standard credit terms.

Key Achievements:

- **Rate Contracts:** Established Rate Contract System based on product category wise wherever applicable in entire Projects (OML 13 Upstream construction Project)
- **Cost Savings:** Integrating similar projects material requisitions for better prices and achieved approximately $\pm 8\%$ cost savings.
- **Production Issues:** Involved and closely monitoring with production team by taking effective strategies to minimize the LPG residual gas issues.
- **Material Planning:** Identification of Potential suppliers and ensure maintain the Material stocks at local vendor ware house, so that to minimize the delivery lead time as well as import purchase.
- Planning, scheduling and managing responsibilities, objectives and project milestones for team
- Overseeing the negotiation of commercial terms including but not limited to progress payments and terms conditions
- Vendor payments , Proficient in Management and monitoring of non-disclosure agreements

Previous Experience

May'2018 to Jan'2019: Associated with M/s. Himadri Specialty Chemicals Ltd – Visakhapatnam as a Purchase Manager (Himadri Group of Companies)

Lead the 15 members of Team and Whole in charge for Production Planning & Controlling, Purchase and Supply Chain Management Activities for Vizag, Sambalpur & Korba plants.

- Preparation of Materials Planning as per Production targets on Quarterly basis.
- Procurement of Automobile Spare Parts (Tata / Leyland) in order to budget allocation.

May'2015 to June'2017: Associated with Gulf Asia Contracting Company LLC (A division of NASSER AL HAJRI CORPORATION -NSH) Procurement Officer (A Leading Contractor for SAUDI ARAMCO & SABIC PROJECTS)

Key Result Areas:

- Managing purchase related all responsibilities including New Vendor Development, Price Negotiation with vendor, PO releasing, Material Delivery and Payment
- Implementing **SAUDI ARAMCO** Procurement Policies at all levels as per Saudi Aramco Standards applicability without any deviation
- Formulating and implementing the project procurement strategy by developing / modifying strategy for purchase and establishing methods to achieve project targets and resource planning
- Developing and implementing cost saving measures to achieve reduction in terms of raw materials, procurement and logistics costs
- Monitoring incoming materials supplied by vendors and ensuring they are as per quality & quantity specifications
- Independently handled and successfully completed **SABIC** – Fuel tankers shutdown as per time schedule.

Highlights:

- **Projects:**
 - Procurement materials for **FADHILI** Gas Project (Plant Construction)-Saudi Arabia
 - Two Shut Down Projects independently handled (Sabic Bayroni / Sabic Sharq)
 - Development of Potential Sub Contractor particularly **SAOMPP** (Saudi Aramco Oil Maintenance Project – KHURSANAYA, Tanajib Oil Wells) & Import Purchase
- **December 2014 to 30th April 2015 : Associated with Purti Group as a North Sales Manager**
- Meet the sales volume targets as per management directives.
- Emphasise on creating sales channel through enhancement of Partners in Delhi-North Zone.
- Channel Partners Account reconciliation , timely payment collections in Delhi – North region.
- Focused on customer quality issues, plant periodical inspections about quality parameters & also reporting to Management. Preparation of Sales reports on monthly basis.

Jul'2007 to Jul'2014: Associated with Precitech Industrial Equipment's (A leading Contractor for ONGC Projects – Rajahmundry- AP) Supply Chain with Safety Officer

Key Result Areas:

- Successfully procured all kind of material (Mechanical, Electrical, Electronic, Instrumentation, Lubricants & IT)
- Ensured the quality & quantity of material purchase at site,
- Took care of HSE activities and prepared various safety reports for equipment and working conditions for compliance with Occupation Safety regulations
- Focus on require permits to works such as confine Space Excavation, Hot Works & Working at Height
- Conducting technical audit (Electrical equipment) prior to dispatch to ONGC site

Highlights

- Independently handled Shut down Project Procurement & SCM activities (various fuel tankers maintenance)
- Played a Key role in PPC, EPC Projects of LPG (Propane & Butane), M/s. Purti Gas (North India Region) & Customer care.
- Being a LPG Plant Incharge, I was responsible for the day to day technical operations of a Liquefied Petroleum Gas (LPG) business in addition to overseeing all LPG-related marketing strategies with functional responsibility for retail and industrial LPG sales.
- Complete responsible identification of channel Sales points included negotiating and conducting commercial contracts for the business segment as well as identifying and developing new business opportunities in area of LPG marketing.
- **Apr's 2005 to Jun 2007: Iris Computers Ltd., New Delhi as Assistant Commercial Manager (IT Hardware Distributor)**

**Aug'2000 to Jan'2005: with Shiv Sagar Paper & Chemicals Ltd., Srikakulam, AP
Site Supervisor – EPC & Mfg. Unit**

Highlights:

- Successfully integrated HSE and quality Management Process into construction Programs to ensure safe delivery to the required specifications
- Managed all Civil works authorizations and permits are obtained in a timely manner from Government Departments
- Facilitated negotiations, RFX Management, Technical Discussions, Pre- Bid Tie-ups, EPC Projects, coordination with Finance and Legal department for vetting purpose and Contract Claim Settlement

**Feb'1997 to Jul'2000: Birla Periclase, Visakhapatnam, Andhra Pradesh as Asst. Purchase Officer. (Mfg. unit)
(A division of Aditya Birla Group – INR 4 Bn. Project – sea water Magnesia Manufacturing plant)**

Highlights:

- Purchased Spare Parts of the Original Equipment Identify the Long Lead time critical Spares
- Successfully procured Lubricants / Chemicals/ Oils & Gases / Safety Engineering Flocculent and other production maintenance related Materials

Education & Technical Certification:

- **MBA (Materials Management)** from Bhoj Open University, Bhopal in 2010 (secured 61%)
- **Post Graduate Diploma (PGDMM-One year)** from Indian Institute of Materials Management, Mumbai in 2010
- **Graduation Diploma (GDMM-Two Years)** from Indian Institute of Materials Management, Bangalore in 1998
- **B.B.M.** from Andhra University, Visakhapatnam, Andhra Pradesh, India in 1996
- **Diploma in Electrical and Electronics Engineering** from Sir. C.R.Reddy Polytechnic - Eluru- SBTET- Hyderabad in 1993.
- **Certified Safety Officer Course Completed from Sanjary Educational Academy – Hyderabad in 2012.**
- **One Year Diploma in Health and Safety Environment from Delhi Institute of Fire Engineering – New Delhi, in 2006.**
- **One Year Course Executive Masters in Business Administration (Oil Gas Management & Project Management) from MIBL (Matrix Institute of Business Management - Noida) in 2015.**
- **Managing Safety Course Completed through Invotech – Vizag, from Institute of Occupational Safety and Health (IOSH) in 2017 and NEBHOSH IGC Course (Level-3; Completed, Regd No: 00418548) from NIST Institute – Visakhapatnam, February 2018**