

Abhimanyu Jasrotia

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Enthusiastic Process Lead with 10+ years of experience in Business Analysis, Transitions, Stakeholder Management, Digital Transformation and Sourcing.

EDUCATIONAL BACKGROUND:

- Bachelor of Technology in **Mechanical Engineering** from **Chandigarh Engineering College** secured 65% during 2008-2012.
- Passed 12th with 66% marks in 2008.
- Passed 10th with 73% marks in 2006.

PROFILE SNAPSHOT

TechnipFMC as Process Lead since July 2023

Key Responsibilities:

- **Led the Digital transformation** of procurement operations.
- Optimized procurement processes by implementing digital solutions, streamlining workflows, and enhancing collaboration across departments.
- Proficient in **Power BI, Power Apps, Power Automate, and SharePoint development**, utilizing these tools to create powerful business solutions and improve operational workflows.
- Collaborate with stakeholders across departments to understand their needs and requirements, designing custom **digital solutions using Power Platform** and SharePoint to enhance collaboration and fostering a centralized platform.
- **Identify bottlenecks and developed solutions for Global Procurement & Sourcing** such as Annual POs, P- Card Process, Invoicing Plan PO, Contracts Renewal, Bank Verification, Requisition creation etc., results in increased on-time supplier deliveries and reduced procurement cycle time.
- Analyse business processes and identify the automation opportunities within Operations.
- **Support RPA team in designing and scripting automated workflows** for identified processes, ensuring accuracy and efficiency.
- Perform UAT and support the RPA team by providing technical expertise and clarifying functional requirements.
- **Monitored and evaluated the performance of implemented BOTs**, identifying areas for further optimization and improvement.
- Responsible for **Developing a communication plan, training materials and user guides** to ensure smooth adoption of the new digital tools and processes.
- Established a support system to address user queries and provide ongoing assistance with the new digital tools.

TechnipFMC as Lead Analyst from Nov 2020 to June 2023

Key Responsibilities:

- Managing different Indirect PO categories i.e., IT, Agency Contractors, Professional Services, Managing Annual Forklifts Lease contracts, Onboarding suppliers on Ariba.
 - **Leading transitions of Procurement activities** from Client site to team with proper flow of information and SLA.
 - Responsible for Creating Purchase orders, Forecasting Budget, Vendor Management, Clear Invoice/AP issues etc.
 - **Implements business processes and improve strategies** by staying up to date on sourcing and procurement processes and procedures; partnering with cross-functional teams to implement sustainable solutions.
 - **Manage, own and upgrade the digital procurement tools** for deep insight of overall Procurement activities.
 - Work with multi-country stakeholders on data visualization assignments from problem definition, scoping, requirements gathering, solution design and execution.
 - Ensure supplier payments, close open PO's, deal with AP holds and payment updates to suppliers. Responsible for PMO dashboard updates, metrics and weekly KPI's follow up.
 - Responsible for trainings to team around existing system functionalities to support end user activities in a smooth and timely manner.
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ROCKWELL AUTOMATION as Buyer from May 2019 to Oct 2020.

Key Responsibilities:

- Responsible for Direct Procurement of Rockwell Projects globally.
 - **Manage the purchase order process with regard to:** Generation of new PO's through the system. Creating manual PO's. Modifying/deleting POs in case of exceptions.
 - **Manage relationship with suppliers to:** Ensure supplier acknowledgement of PO's is consistent with required dates & quantities. Escalate any critical issues related to delays/shortages Prepare fact-based briefs for meeting. Resolving issues between suppliers.
 - **Sourcing and sending RFI & RFQs to vendors and Negotiation with vendors** on different aspects. Ensure timely purchase of goods & services for the requirements raised by project teams.
 - Coordinates purchasing activities with Manufacturing and Engineering departments to acquire inventory in a cost-effective and timely manner.
 - Responsible for Credit and Returns of Parts as per situation and requirements.
 - Clear Accounts Payable issues as required.
 - Engages with various stakeholders within regions (Procurement / Project Management Office / Engineering /Finance Managers) to capture opportunities, seek feedback on deliveries and improve overall engagement.
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ROCKWELL AUTOMATION as Project Administrator from August 2014 to May 2019.

Key Responsibilities:

- **Recognized as a Subject Matter Expert in Business operations** support of a Project Management organization and leads the development of process improvements and training of resources.
- Responsible for handling and supporting Oil & Gas, Heavy Industries and Consumer Goods Verticals of whole Latin America Region.
- Planning and forecasting according to the verticals and necessity of the project to ensure that given project runs without any time delay and without any hassle.
- Support the Proposal & Estimation, Master data and Purchasing teams with various tasks to ensure smooth project execution.
- Regularly interacts with the Project administrators and Managers of the region to gain task assignments and return completed tasks.

APC Air Systems Pvt. Ltd. from October 2012 to August 2014 as Purchase Executive:

Responsibilities:

- Spearheading activities involving working out various requirements, monitoring project operations and ensuring timely completion
- Developing and following up with vendors for timely procurement of materials and capital equipment to ensure smooth execution of projects.
- Generating enquiries for project and services.
- Coordinating with Vendors, Project Engineers, Project manager and Client for successful Completion of Project.

Recent Accomplishments

- **Power Platform Solutions:**
 1. Streamline the Global Annual PO process by implementing solution using Power platform and SharePoint, streamlining the PO process, and reducing P2P Cycle time.
 2. Designed and implemented a Purchase Card (P-Card) App for the APAC region. Eliminated manual email-based approvals by implementing an automated workflow within the app, enhanced compliance, and mitigate risk of fraudulent transactions.
Ongoing Project: Ariba Sourcing event request tool.
- **RPA Projects:**
 1. Collaborated with the RPA team as a functional analyst to design and implement GR and SES creation BOT.
Ongoing Project: SAP PO creation BOT
- Spearheaded the development of the **Global ICPO policy and process flow**, a company-wide initiative expected to boost on-time payment performance from 40% to 90%. Upon full implementation this project will standardize Procurement and Accounts payable processes across regions, leading to a smoother operations and improved efficiency

ERP/Tools Known

- Power Platform – Power BI, Power Automate & Power Apps
- Microsoft Suite – Excel, Power Point, Visio
- ERP: IFS, SAP, Ariba SLP
- Snowflake

Interests and Hobbies

- Theatre
- Reading Books
- Travelling

Personal Details

- Date of Birth: 29th March 1991
- Present Address: Assotech Windsor Court, Sector 78, Noida