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| Resume | | | |
| sarathbabu.talasila@gmail.com  +91-98852 14500  Hyderabad, Telangana 500035  Education And Training  MBA:  Technology Management  **Osmania University**  Hyderabad, Telangana  P.G Diploma:  Plastics Engineering  **Central Institute of Plastics Engineering & Technology**  Hyderabad, Telangana  Bachelor of Engineering:  Mechanical Engineering  **Vijayanagar Engineering College**  Bellary  Certifications   * Certified in Leadership Program (S.E.A.L), A Genpact initiative in collaboration with Mentor Learning Services Pvt. Ltd., focused on developing future leaders and managers in People Management, Customer Management, and Execution Management. * Lean and Green Belt Training, successfully trained and tested in Lean and Six Sigma methodologies at Genpact. * Ariba E-Sourcing Training (South Korea), Received specialized training in Ariba E-Sourcing and successfully implemented the system at Tupperware India Pvt. Ltd. to enhance procurement processes. * Diploma in Advanced Contract Drafting, Negotiation, and Dispute Resolution, Currently pursuing advanced studies to strengthen expertise in legal contract management and negotiations. |  |  | Sarath Babu Talasila    Summary  Aspiring professional in Strategic Sourcing and Contract Management, targeting reputable organizations that prioritize continuous learning and professional growth, leveraging expertise in source-to-contract management, risk mitigation, and stakeholder engagement to drive organizational success.  Experience  **S&P Global - Lead- Contract Management**  *Hyderabad, Telangana*  *04/2024 - Current*   * Managed end-to-end contract lifecycle, ensuring compliance with company policies to implement DPA and DORA addendum in all the Master Service Agreements. * Leveraged Sirion AI to automate contract authoring, negotiations, and obligation tracking. * Utilized AI-powered analytics to monitor contract performance and identify potential risks. * Negotiated favorable terms with vendors and clients to maximize profitability while minimizing risks. * Conducted contract analysis integrating insights from Sirion AI for data-driven decision-making. * Implemented process improvements enhancing efficiency in contract execution and approval workflows. * Advised cross-functional teams on contract-related matters, providing AI-enhanced compliance insights. * Coordinated with legal teams to resolve disputes using AI-enabled predictive analysis.   **GENPACT - Manager – Operations**  *Hyderabad, Telangana*  *10/2011 - 03/2024*   * Led successful project transitions from clients in New York (US) and London (UK) for Source-to-Contract processes. * Managed contracts for a major U.S. fast-food chain, collaborating with Legal, Category Leads, and Procurement Managers on MSAs, Work Orders, Change Orders, IT Consulting, Software Maintenance, Renewals, SaaS/Cloud Agreements, and Bilingual Agreements. * Liaised with key stakeholders—Legal, Vendor Risk Management, Category Managers, and Vendors—to streamline contract management for General Service Agreements, Affiliate Agreements, Addendums, Amendments, Statements of Work, and NDAs. * Ensured contract compliance using Legal Playbooks and SOPs, maintaining adherence to SLAs for process stability. * Developed and executed strategic sourcing initiatives across categories, resulting in significant cost efficiencies and value improvements. * Led cross-functional sourcing projects involving procurement, engineering, finance, and legal departments. * Identified and qualified suppliers, negotiated contracts, and established long-term supplier relationships. * Conducted market analysis, supplier benchmarking, and spend analysis to drive sourcing decisions.   **Dart Manufacturing India Pvt. Ltd. - Assistant Manager Purchase**  *Hyderabad, Telangana*  *04/2000 - 10/2011*   * Regulated and analyzed supplier quotes, costing analysis and negotiation with the suppliers. * Responsible on Rate contracts, Letter of Intent for purchases, Letter of Credit with banks. * Collaborated with contract analysts to ensure transparency and consistency on sourcing activities. * Contributed as key member in erection of new plant set-up in Dehradun, Uttarakhand. * Nominated for The Best Employee of the Year Award in Tupperware India Pvt. Ltd. * Received Leadership Award for the contributions towards successful erection of new manufacturing facility of Tupperware India Pvt. Ltd. in Dehradun.   **Creative Wares Limited - Production Engineer**  *11/1997 - 04/2000*   * Company Overview: Leading Manufacturer of Disposable thermoformed PP & HIPS containers and printing. * Worked as Production Engineer. Was responsible for team productivity, quality and production targets on a continuous basis. * Implemented quality and safety policies to reduce wastage and increase productivity.   **Prince Pipes and Fittings Pvt Ltd. - Production Engineer**  *09/1995 - 10/1997*   * Company Overview: Leading Manufacturer of Pipes and fittings. * Worked as Production Engineer. Was handling trouble shooting of Injection molding machines, Extruders, Assembly division. * Was responsible for the right quality and production targets. * Worked with team members to increase individual performance and set realistic improvement goals, implemented safety policies to reduce or eliminate incidents.   Notable Accomplishments   * Led successful contract transitions from clients in New York (US) and London (UK), streamlining Source-to-Contract processes. * Reduced contract turnaround time from over 100 days to 33 days, significantly improving efficiency and accuracy. * Managed high-profile contracts for major global clients, including S&P Global, McDonald’s, Astellas, AstraZeneca, Novartis, and General Electric (G.E.). * Received multiple awards, including the GCO (Global Contracting Office) Award from Astellas and Silver & Bronze Awards for contributions to pharmaceutical industry projects. * Developed expertise across diverse categories, including Professional Services, Facilities, MRO, IT, and Telecom. * Implemented proactive contract management strategies, ensuring timely renewals and reducing operational risks. * Strengthened cross-functional collaboration, engaging with Legal, Vendor Risk Management, Procurement, and Category Managers to enhance contract efficiency. * Optimized vendor relationships, facilitating seamless contract renewals, extensions, and change orders. * Provided contract management training, empowering Business Owners with workspace creation and compliance best practices. * Led process improvements, refining workflows, procedures, and governance models for better contract execution. * Established centralized contract databases, improving visibility and tracking across executed and developing agreements. * Ensured vendor performance compliance, leveraging Customer Satisfaction Surveys and Business Review meetings to maintain contract integrity.   Languages   * English * Telugu * Hindi   Passport Details  Valid U.S.A B1/ B2 Visa, 07/12/27 |

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