



ABHISHEK JAIN

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Result driven manager with 19 + years of experience, including 6 years of International exposure in **Projects Procurement, Capex & Contracting**, Techno-Commercial function, Global Sourcing, Strategic Negotiations & Management.

Proven expertise in Strategic Business Growth, Steering Cost Innovative Projects, Business transformation and digitization throughout the career along with exemplary interpersonal skills and work ethics to deliver sustainable growth.

EDUCATION:

- **B. Tech in Production Engineering** from BCET, Gurdaspur Punjab, (**Govt. Engineering College**) affiliated to Punjab Technical University, India in the **year 2002**.
 - **PGDBA in Marketing Management** from Symbiosis Centre Distance Learning, Pune, India (2005-2007).
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Career Overview / Strengths

- Drive **Cost reduction** through Value Engineering, Fact based Negotiations through Parametric Studies, internal estimates, develop new Vendor and Market intelligence.
 - Instrumental in supervising **Project Activities** and handling the complete cycle of the Project Management, entailing Requirement Estimation, Budgeting and Project Execution.
 - Proactively involved in taking **Strategic decisions** about the procurements to reduce the costs and meet the objective.
 - Steering development and implementation of the **key Procurement Strategies / Contingency plans** and ensuring that Strategies & Plans are in Compliance to the Project Requirements.
 - Acquired expertise in handling the Capex & Capital Procurement of Packages, Equipments, Strategic Contracting, Production items etc. for various Industries (Petrochemicals, Refinery, Mining, Metal, Textile and pharmaceuticals).
 - Binding the contractor contractually and obtained the desired work, linking the payments on milestones, incentives, performance parameters and security of payments.
 - Possessing sound Knowledge of drafting and finalizing various Contracts, with KRAs / Performance Targets for the Contractors along with other conditions - MARC Contracts, Service Contracts and Annual Contracts.
 - Instrumental of developing **long-term partnerships with local & foreign Suppliers; periodic evaluation of Supplier Performance** to ensure meeting of Service, Cost, Delivery and Quality Norms.
 - Team Building, Stores Management and Inventory Control.
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PROFESSIONAL EXPERIENCE:

(19 + Yrs Experience in Projects Procurements / Strategic Contracting / Capex, including 6 Yrs of International experience)

- Presently working with **M/s Reliance Industries Ltd** in Navi Mumbai as **Sr. General Manager - Projects Procurements** since **Aug' 2012 to till date**.

Managed complete project procurement cycle of 400 KTA LDPE and 550 KTA LLDPE project at Jamnagar. These are the single largest capacity plant at single location in Jamnagar in the world. Selected Licensor for LDPE project is Basel Lyondell and DEC is Technimont (TCM) while for LLDPE, Technology is from Univation and DEC is Jacobs / APG.

Executed and handled procurement for other projects namely Catalyst Plant for LLDPE, LLDPE Train 2 NMD Project, PP Line Bx, TGTU, and Vapour Recovery Units for various Terminals single handedly.

Presently, executing Feed flexibility project (Fluidised Gas Desulfurization) at FCCU in Jamnagar on EP (Lumpsum) basis. Basic Engineering is by M/s Hamon USA.

Also, responsible for all specialized & major Static Equipments like Reactors, Exchangers, Columns and Vessels for Jamnagar Refinery.

Major Challenges:

- Limited Vendors for the critical High Pressure rated equipments like Tubular Reactor, Hyper & Booster Primary Compressor, High Pressure Instruments and High-Pressure Product Separator.
- Lead time for all the major equipments and packages.

Achievement:

- Procurement of all high pressure critical equipments and packages was completed in a well planned, efficient manner and within budgeted cost basis detailed techno-commercial comparisons, benchmark costs from previous projects.
 - Scope & Specifications were optimized which resulted in substantial cost savings for the company. Prices for all major packages were benchmarked with the help of Licensor and DEC's.
 - Single-handedly managed the procurements for all the projects within the company guidelines under various project and procurement heads.
 - Got Exceeded Expectation ratings for all consecutive years in the company.
 - Alternate sources and global market were explored and developed in the interest for the company.
 - Trained as many as 6 – 7 Buyers & Sr. Buyers, they are all now handling and managing procurement cycle independently.
 - Received R Samaan for finalization the requirement of Oxygen Cylinders during Pandemic in record time.
- Worked with **M/s Sterlite Industries India Ltd, (Vedanta Group)**, deputed in **Konkola Copper Mines plc, Zambia** as **Manager-Commercial** since April'2006 till June'2012.
- All Projects Procurements and Strategic Contracting with complete procurement cycle (Starting from Scoping and Optimizations, Selection of Bidders, RFQ's, Receiving Offers, Preparation of techno-commercial comparatives, TCO's and Cost Effectiveness, Strategies and Negotiations, Contracts signing, settling variations if any, etc.). Portfolio handled is worth \$ 500 Million. Multiple projects (New Concentrator, tailing plant debottlenecking, New Cobalt Recovery furnace, Mining of Upper Ore Body, Refractory Ore Treatment, etc.) are being executed in parallel to meet company objective of producing 500 K MT of Copper in time frame of 2 yrs.
 - Responsible for the procurement of Capital (Permanent Equipments) and Materials / Consumables for the project as per requirement and specifications. Involvement & responsibility starts with Scope Consolidation and optimization, Global Sourcing, Selection of bidders, Raising the Enquiries / Tender documents, motivating them to submit the detailed bid in the desired formats, Preparing the detailed Internal Cost Sheets and Techno-Commercial Comparisons, Strategising and Negotiating with the Suppliers for the best price and commercial terms based on Internal Cost Model, Contract Drafting, Binding the supplier contractually for performance.
 - Timely finalizing and placements of all the contracts to meet the project requirements as per the schedule, with Good Quality material and at competitive prices considering market & global price trend.

- Coordinating with the Technical team, Design and Engineering consultants to get the detailed technical specifications and scope of work for the project. Discussing within team to optimize further so as to reduce the costs.
- To provide the team with the best services in terms of the procurement activities and extending support commercially as per the required specifications within timelines. Technical background helps in understanding the criticalities and requirements in better way and gets chance to add value.
- System Development and adherence to Procedures and company guidelines. Answering all queries to third party project auditors and preparing management response.
- Benchmarking & Consolidation of all the common Project Equipments, Commodities and Spares with group companies to avail the Quantum leverage.
- Managed Logistics for all project equipments / goods from across globe until site in Zambia (landlocked country).
- Settling Variations and claims raised by the vendors.
- **Natures of Contracts handled are:** Design and Engineering Contracts, EPC and EPCM Contracts, Equipment Contracts (Permanent Equipment), Mine Development Contracts, Drilling Contracts, Supply & Service Contracts etc. All the Contracts are performance-based contracts linked with incentives and disincentives in relation to performance and deliverables.

Achievements:

- Announced as a Star of Business for the year 2010 within company.
- Strategies, efforts, planning, hard work, multitasking ability were recognized by the management and duly rewarded for consecutive years in terms of ESOP's, Incentives and award letters.
- Got Substantially Exceeded Expectation ratings for consecutive 5 years in the company
- Reduced cost of projects by approx. 15% v/s budgeted through scope optimizations, consolidations, global sourcing and strategic negotiations.
- Performance based contracts helped in achieving the desired targets / goals for the company.
- Convinced all suppliers during the world crises (Oct-2008) for further cost reduction, increased payment credit period, delivery deferments as per project requirement.
- Team member for signing the Global Alliance Agreement with suppliers (Sulzer).

- **M/s Nahar Group of Companies, Ludhiana** as Sr. Executive Purchase since Nov'05 to April'06.

Responsible for the end to end procurement of projects for new plant namely **Oswal Denims**, involved with buying of Capital Equipment & Engineering procurements (Mechanical & Electrical such as DG sets, Compressors, Dryers, Receivers, Transformers, VCB's, Cables, Stabilisers for Machines, Piping, Structure, Pressure Vessels, etc.). Responsibility included all the project procurements, preparing all the detailed cost sheets and technical & commercial comparison for all equipment and items, Vendor Development & Sourcing were part of continuous job improvement areas. The main emphasis during the project was laid on meeting out the entire requirements well in time with best quality material & at competitive price.

Achievements-

- Proactive actions & proper planning on the procurement of items.
- Developed new and alternate sources for the procurement of Capital items at competitive prices.
- Timely completion of the ordering.
- Estimated Cost Savings of about 15% were observed during the project mainly in Building material, mechanical & electrical equipments in comparison to budgeted prices. This became possible with detailed techno-commercial comparisons, costing sheets and planning to formally be consolidating and ordering the material at right time & with new sources developed with staggered deliveries.

- **M/s Mahavir Spinning Mills Ltd. (Vardhman Group)** Ludhiana (Punjab), as an EXECUTIVE (Corp. Projects & Purchases), looked after all the Engineering & Capital procurements, Vendor Developments, Projects Planning, Logistics since December'04 to Nov'05.

Responsible for preparing all the **Cost sheets (includes cost break-up, technical specifications & the product comparison etc.) / Comparison sheets (commercial factors, landed cost, deliveries etc)** before

procuring all the items so as to get the material of right quality, at right price and at right time, so as work should not suffer & projects must complete in time. Technical background helps in better selection of the material.

- **M/S IND SWIFT LABORATORIES LTD.** CHANDIGARH, as an EXECUTIVE PURCHASE, (Engineering Purchases, Sourcing & Vendor Developments) since Sep' 03 to Dec' 04.
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Personal:

Date & Place of Birth : February 16, 1981, Chandigarh

Marital Status : Married (Ruchi Jain, Home Maker)

Children : Two daughters, Arshia (12 yrs) and Anaaya (5 yrs)

I hereby state that the above-mentioned information is correct in all respects and to the best of my knowledge.

(Abhishek Jain)