



## T. Sornakumar

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### Core Competencies

Strategic Sourcing & Planning

Purchase Operations

Material Management / Process Enhancement

Vendor / Supplier Development

Cost Savings/Reductions

Quality Management

Supply Chain Management

Profit Centre Operations

Team Building & Leadership

### Education

### Career Timeline

An achievement-driven professional, targeting assignments in **Supply Chain Management / Production Planning** with an organization of high repute

### Profile Summary

- ▶ A competent professional with **23 years** of experience in **Strategic Sourcing, Procurement and Material Management**
- ▶ Designing the **overarching sourcing strategy** with focus on transforming the procurement function into a value creation group by working in collaboration with stakeholders, cross function partners, and strategic supplier alliances to generate year-over-year productivity
- ▶ Expertise in handling & managing new product development for OEM, after market & Export market which will bring additional business to the current organization that include backing plate, Shims, new raw materials for new friction grade as per OEM customer specifications
- ▶ Rich experience in Internal Quality System Audit for ISO/TS 16949:2002 & ISO 9001 activities
- ▶ Contributed as an active member of Cross-functional Team with an target to continuously improve entire manufacturing activity
- ▶ Expertise in **identifying & developing potential suppliers** for achieving cost effective purchases of Logistics Partners and achieving reduction in final procurement cost
- ▶ Familiar with SAP – Modules in the area of Materials & Inventory Module as an end user
- ▶ Proven capabilities in enhancing the operations, optimizing resources & capacity and escalating productivity & operational efficiencies
- ▶ Rich exposure in managing various **techno-commercial matters** including vendor management and sub-contracting negotiation & finalization
- ▶ Possess excellent **strategic thinking, analytical, interpersonal relationship management & team building skills** with proven capability in establishing quality systems and procedures
- ▶ Graduate Diploma in Material Management from Indian Institute of Material Management, Chennai in 2018
- ▶ MBA (Supply Chain Management) from University of Madras in 2015
- ▶ B.E. (Mechanical Engineering) from Madurai Kamaraj University, Madurai 1993

Simpson & Co.  
Ltd., Chennai as  
Engineer  
(Materials)

Sep'96 – Jul'03

TVS - Sundaram  
Fasteners Limited,  
Chennai as Manager  
– Materials

Sep'10 – Aug'11

TVS - Sundaram  
Brake Linings Ltd.,  
Chennai as  
Deputy Manager

Aug'03 – Sep'10

Rane Brake lining  
Ltd., Chennai as  
Sr. Manager –  
Materials

Sep'11 – Apr'20

## Work Experience

### **Seyoon Teknologies private limited., Chennai as Sr. Manager – Commercial** **May'20 – till date**

#### **Role:**

- Taking care of overall production planning, Purchase, Sales ware house & Stores and Export customer supply follow-up
- Identifying new supplier for outsourced activity and develop machining supplier for utilizing global & local opportunities with defined cost targets for sale growth & increase the profitability of the organization
- Sales of the month improved from 1 crore to 3.5 crore in 4 months' time.

### **Rane Brake Lining Ltd., Chennai as Sr. Manager – Materials** **Sep'11 – Apr'20**

#### **Role:**

- Governing the execution of strategy for integrating sourcing into overall supply chain management
- Identifying & utilizing global & local opportunities with defined corporate strategies to reduce cost & increase the profitability of the organization
- Performing sourcing of Raw Materials, Backing Pad Plates and other parts
- Devising and implementing sourcing strategies & solutions and New Part Development for OE Market, Aftermarket & Exports
- Ensuring RM cost reduction through various supplier development activity, VA/VE exercises, & localization
- Leading end-to-end procurement function involving identification of opportunity, negotiations, placing of contracts as per organization's policies and governance framework
- Steering price increase approval for supplier after effective negotiation as Lead Negotiator
- Conducting common procurement of consumables through ARIBA – sourcing software
- Steering professional services entailing preparation of strategies, risk assessments, governance guidelines and policies, procurement management and planning, benefit savings, reverse auction, supplier negotiations and vendor selection & approvals
- Defining purchase & contract strategy including schedule of rates, bid analysis, rate estimation, negotiation, contract award administration, claim settlement & closure of contracts

#### **Highlights:**

- Implemented supplier partnership programs that provided competitive advantage while ensuring premium quality supply, reduction of total system costs and achieved cost savings of **INR 2 Crores per annum**
- Steered supplier development for cost saving by developing NBR Powder & Aramid Fibre, thereby achieving cost saving from each project of 90 lakhs each
- **Enhanced sales through new product development** by team to **INR 3 crore in last year 2018-19**
- Re-developed single source suppliers with price, quality and delivery issues with additional source, achieving INR 5 Crores in 2 years' time (Aramid fibre, NBR powder, Friction dust)

#### **Other Highlights:**

- Holding the post of Honorary treasurer for the period - 2019 -2021 in IIMM
- Acting as a core committee member of Indian institute of materials management (IIMM) a professional body which is also a charter member – IFPSM (international federation of purchasing and supply management)
- Presented lecture on supply chain management in various colleges for Management students

## Previous Experience

### **TVS - Sundaram Fasteners Limited, Chennai as Manager – Materials** **Sep'10 – Aug'11**

**Customers:** Tata Motors, General Motors, Maruti Suzuki, TVS Motor Company

- Major products are aluminum and cast-iron based product to major OEM including exports of TVS
- Stores improvement done to reduce material loss and account casting stocks

### **TVS- Sundaram Brake Linings Ltd., Chennai as Deputy Manager** **Aug'03 – Sep'10**

Central Supplies & Stores

**Customers:** Tata Motors, Bosch Brake Systems, Brakes India, Ashok Leyland, TVS Motor Company, Mando Brake Systems (exports to 55 countries)

#### **Highlights:**

- Acted as In-charge for Centralized Purchasing and Stores of TVS (4 Mfg. Sites)
- Headed a team of 16 in Materials & Stores Department
- Managed domestic & imported components/raw materials for Brake Shoe, Brake Pads, Brake Linings, and

#### Railway Brake Blocks

- Monitored inventory under Kanban, Milk Run Concepts, Supply Chain follow-up for high value items to achieve targeted inventory level
- Contributed as Active Member in Railway Brake Block Development Team
- Initiated the introduction of:
  - Glass Fiber from Jushi, China, thereby resulting in savings of INR 30 Lakhs/annum
  - Powder Phenolic Resin from Jinan Shengquan Chemicals, China in spite of in-house manufacturing thereby resulting in savings of INR 25 Lakhs/annum
  - Steel Fiber from Vinon Tools, China, thereby resulting in savings of INR 4.5 Lakhs/annum
- Indigenized the commercial pad plates instead of importing from Spain, thereby achieved savings of INR 5 Lakhs/annum
- Achieved highest ITO of 45 Turns against a Target of 48 Turns in 2009 – 2010
- Maintained inventory of materials at optimum level to achieve no production loss for want of materials (Apr'09 – Sep'10)
- Improved:
  - Logistics in moving component from supplier end to production using Milk Run, & Kanban Systems
  - Ergonomics Factors and Cost Effectiveness in Material Handling
- Achieved cost reduction on major components like back plates by standardization, value engineering & negotiation
- Single-handedly managed the department without a DGM – Supplies for a period of 3 years

#### Simpson & Co. Ltd., Chennai as Engineer (Materials)

Sep'96 – Jul'03

**Customers:** TAFE Tractors, Mahindra & Mahindra, Telco, Atlas Copco, Ashok Leyland, New Holland Tractors, Eicher Tractors, Voltas, Godrej, Cummins

#### Highlight:

- Successfully introduced SS Water Pump Plate instead of Brass by value engineering, thereby resulting in cost savings



#### Trainings Attended

- Internal Auditor for ISO 14001 Environmental Auditing
- Product Part Approval Process (PPAP) for ISO/TS16949: 2002 Auditing
- Finance for Materials Managers in I.I.M.M
- HPLD - high potential leadership development program
- Negotiation skills for better SCM
- RBEM - Rane business excellence model



#### Certification

- BVQI Certified Internal System Quality Auditor



#### IT Skills

- MS-Office, SAP



#### Cost to Company

- Current CTC (Fixed+Variable) Per annum – INR 23 Lakhs
- Excepted CTC (Fixed+variable) Per annum – INR 31 Lakhs



#### Personal Details

**Date of Birth:** 24<sup>th</sup> May 1971

**Languages Known:** English, & Tamil

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