

SOMNATH RALLAPALLI

Procurement Manager

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Core Competencies

Project Procurement

Accounts Payable

Contract Management

Project Management

Vendor Management

Cost & Budget Management

People Management

Training & Development



Education

- B.E. (Electrical) from REC, Jaipur

A multifaceted professional with 30 years of enriched experience **Procurement, Commercial & Accounts payables in manufacturing, OIL & Gas, EPC industry and Infrastructure Construction industry** by targeting challenging assignments in an organisation of high repute.

Location Preference: **Chennai/ Bangalore/Hyderabad** (Chennai-Preferrable)

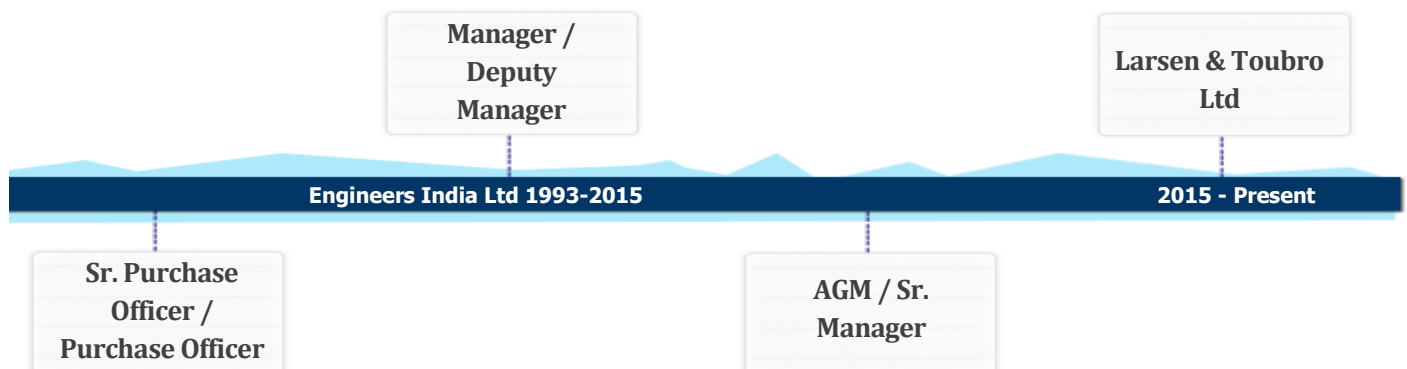


Profile Summary

- **A Brilliant Senior Management Professional with excellent capabilities in end-to-end Procurement Operations**, purchase to pay cycle and abided multiple & complicated purchases.
- **Enterprising Leader in overseeing the overall project management** tasks which include - planning, designing, developing, controlling, and monitoring thereby achieving the planned periodic schedules
- **Highly Successful in executing contract management** and managed the entire procurement process resulting in the best possible terms for **value, quality, service and delivery**.
- **Proficient in building strong, lasting relationships**, at all levels; excellent communicator with aptitude for collaborating with **internal & vendor executives**, directors, and key stakeholders to identify business needs and to develop winning solutions
- **Remarkable role in managing account payables** that range in **size, complexity, and contract duration**.
- **Adept in streamlining systems to enhance operational effectiveness** by ensuring the process surpasses **achievement of delivery & service quality norms** for all valuable clients.
- **Proactively assured on time Vendor payments**, Contract / PO terms, liaise with **Accounts payable & requesters for smooth process**.
- **Piloted, supervised, and administered the performance of the team members** to ensure efficiency in the operation process.
- **An effective communicator with best relationship management skills** having the capability to relate to people at any level of business & possess excellent negotiation skills.



Career Timeline



Work Experience

Feb'15- Till Date: Larsen & Toubro Limited as Joint General Manager -Procurement

Key Result Areas :

- **Demonstrated professional credibility** in managing **Procurement, Commercial & accounts payables** functions.
- **Visionary and strategist in leading and mentoring the performance of team members** to ensure efficiency in process operations.
- **Robust experience** in implementing industry best practices of **e-governance including e-sourcing, ebidding, e-auctions, e-bid evaluation** and approvals, data storage & retrieving in EDMS
- Skilful in managing **vendor relations as well as processing of system e-purchase orders**, vendor invoices & e-bill registration, expense reports, credit memos and digital processing of vendor payment transactions, vendor financing.
- **Consistent track record of structuring, consolidation and analysis of payables** and handling fund allocation for release of due payments.
- **Distinguished abilities in managing commercial dispute resolution and commercial contract management.**

Dec'93- Jan'15: Engineers India Ltd (EIL), New Delhi as Assistant General Manager-Procurement

Career Growth Path:

- **July 2012: AGM-Contract and Purchase**
- **July 2009: Sr. Manager-Contract and Purchase**
- **July 2005: Manager-Contracts and Purchase**
- **July 2001: Deputy Manager-Purchase**
- **July 1997: Sr. Purchase Officer**
- **Dec 1993: Purchase Officer**

Key Result Areas:

- **Proficiently Handled various projects in Oil and Gas, Hydrocarbons, Petrochemical sector** for clients like CPCL, ONGC, IOCL, BPCL, HPCL, GAIL, CPCL, etc.
- **Demonstrated efficiency** in managing the functions like **Packaging, Procurement, Engineering, Construction supervision and Project Management**
- **Key role in handling Power sector clients** and also executed **Captive Power plants** of various Refineries.
- **Rich Experience in administering Pubic Procurement** as per CVC Guidelines and Government Circulars and handling **E-Tendering, E-Procurement and E-Auction** including Reverse Auction and Forward Auction as per CVC Guidelines.
- **Profound Knowledge in implementing best practices for Accounts Payable Operations;** managing vendor relations as well as timely processing of invoices, purchase orders, expense reports, credit memos and payment transactions
- Well Recognised for managing the structuring, consolidation and analysis of payables.

Previous Experience

- Alembic Chemical Works, Baroda- 2 Years
- Officer Engineering Services, Enfield India Limited - 3 Years
- Sr. Executive- Materials, Universal power Systems Limited- 1 Year

Personal Details

DOB: 31st May 1966

Address: Mugalivakkam, Chennai.

Languages Known: English/Hindi