



PROFESSIONAL SUMMARY

An innovative, results-oriented executive with 18+years' experience directing procurement and strategic sourcing, supply chain management, manufacturing operations, and logistics operations in a multinational environment. Proven ability to adapt to new and varied challenges with demonstrated successes achieved through effective leadership, organizational development, and motivation of others. A solid history of delivering increased value to customers and shareholders by improving customer service and quality and reducing material cost, manufacturing, and supply chain expenses in an environment that was experiencing significant growth over an extended period of time.

CORE COMPETENCIES

- Strategic Sourcing & Purchasing
- Vendor Development & Management
- Vendor Auditing and Vendor Rating
- New Product Development
- Procurement
- Localization
- Zero Based costing
- Cost Reduction
- Global Sourcing
- Budgeting & Forecasting
- Project Management
- Outsourcing
- Price frame work Agreement
- Alert Resolution
- Indirect Purchase
- Inventory Analysis & Management
- Quality Management
- VAVA

COMMODITY EXPERIENCE

Manufacturing:

Iron-Castings, SG Iron Castings, Windmill castings, Heavy Casting and Machining, Automobile Components, High-pressure Die Casting, Machining fixtures and tools, Sheet metal, High precision Components, Stamping, Forgings, Fabrication light & Heavy, Hydraulic Casting, Machining VTL VMC HMC, Heat Treatment

Aggregates:

Transmissions, Engines, Axles, Front support, Hydraulic cylinder, Bearings, Break Disk, Oil Seals, Engine Head, Butterfly valve, Engine Block, Cylinder Head, Water Pumps, Chase Parts, Industrial Gear box

SIGNIFICANT ACHIEVEMENTS in BONFIGLIOLI INDIA

- Received New Product Development BEST Performer Award for developing parts on time.
- Cost Savings 5 Crores in less than a year which directly benefitted in companies P&L.
- Worked on Global Casting and Bearing Strategy and segregated Part Family Housing, connect cover, bearing types and allocated to potential supplier based on their strength and made cost savings of 5% in overall buy value 100 crores per annum. Also Identified two new Casting manufacturer bearing suppliers from India and requested Global Purchasing team from Italy to audit supplier for addition.

ORGANIZATION EXPERIENCES

**Bonfiglioli Transmission India (MNC), Deputy Manager- Strategic Sourcing- Casting and machining
Commodity leader August 14-08-2019 – till date.**

Key results areas: Commodity Head – Strategic Sourcing & Purchasing & Vendor Development:

Accountability Areas	Key Related Activities
Commodity Management: Spend Value – Around 200Crores.	<ul style="list-style-type: none"> Evaluate spend analysis to formulate commodity strategy Global cost bench marking for the commodities to identify projects Review and deploy globalization and localization strategy to meet 3-year plan projections. Monitor and ensure deployment of high priority projects as per timeline Engage with global strategic sourcing function to align strategies and actions Act as point contact for Global strategic sourcing organization.
Budgeting and Forecasting: Purchase Efficiency Target <2%.	<ul style="list-style-type: none"> Review and analyze the budget for accuracy and drive actions for meeting the targets. Review and analyze the rolling ‘material buy’ forecasts for financial reporting. Budget, analyze and control Industrial engineering expenses. Manage purchase efficiency by ensuring Cost reduction targets are met.
New Part Development: Target >95%	<ul style="list-style-type: none"> VSM & QCD agreement with Internal customer Release of Part Development Kick-off document Review and ensure ALM with commodity buyer to ensure development ON TIME Track and ensure NO RED Status in ALM
Pre series supply: OTD Target - >95%	<ul style="list-style-type: none"> Ensure Daily DRM of Day wise Plan Vs Actual with commodity buyer Ensure DD updation in SAP on every Monday for N. N+1 week as per rule Weekly review on GAP analysis and take appropriate action to meet OTD Target
Supplier development & Vendor Management:	<ul style="list-style-type: none"> Supplier Framework mapping – On Overall Spend. Vendor Dependency analysis – Not greater than 60% Vendor Audit Rating as per target – More than 80%. Proactive supplier visits as per calendar – Monthly Once minimum. Conduct Supplier Satisfaction Survey and resolve concerns to strengthen partnership at strategic level – Yearly twice. Approve Pricing agreement – Based on MMR. Ensure Capacity creation & capacity increase investments are taken up by supplier as per commodity strategy – Based on Forecast and Demand. Evaluate and manage supplier base in line with global and local vendor rationalization targets.
Cost Reduction as per departmental Targets: 4 Crores by 2020.	<ul style="list-style-type: none"> Scenario analysis for Cost Reduction Potentials – Half Yearly. Conducting Cost Reduction workshop to identify projects – Monthly. Review CR ALM with commodity Buyer to ensure Project completion as per Target – Weekly.
Outsourcing	<ul style="list-style-type: none"> Ensuring OUTSOURCING as per Plant needs to improve Sales / production. On Demand.
Pricing framework agreement with strategic suppliers	<ul style="list-style-type: none"> Enabling pricing template for each category of part family with clear price movement clause. Ensuring commercial agreements and settlements are in line with SCM business targets and pricing policy. For new suppliers and during price increase/decrease. Evaluating the impact of the global commodity movement on the buying strategy.
Alert Resolution:	<ul style="list-style-type: none"> Track and Closure of alerts as per commitment to Regional Manager. Lead Time – 12 Weeks.
Training:	<ul style="list-style-type: none"> Ensure the skill matrix is evaluated for the team and training needs are identified. Ensure effective trainings are imparted to develop required skills in the team. Conduct team building initiatives to retain and nurture talent.
QMS & Statutory Compliance:	<ul style="list-style-type: none"> Zero non-conformance
ECN:	<ul style="list-style-type: none"> Ensure ON TIME implementation. Lead time – 12 Weeks.

Over all Responsible

- Totally responsible for the quality of product.
- Organizing the day-to-day activities department wise.
- Giving feedback regarding dimensional and other deviations and defects in castings to the concerned department.
- Coordinating the daily rejection review meeting and follow up action plan.
- Non-confirming castings are studied and reviewed.
- Criticality and nature of non-conformity with respect of product application is analyzed.
- All customer ends visiting as per planning.
- Responsible to response all customer complaints that to be attended and analyzing and corrective and preventive action.
- The internal and external quality failure is identified.
- The monthly basis cost of quality following in all areas
- To improvement to reduce quality cost.
- To utilize the manpower in proper way.
- ISO QS & TS Documentation, PAPP works.
- Ensure production activities and coordinating with all departments as per plan.
- Arrange raw materials necessary requirements for all departments.
- Ensure the procedures and they are followed strictly.
- Ensure minimal inventory of raw material requirement & proper usage of raw material.
- Co – ordinate with other departments to achieve to rated production.
- Response to implement housekeeping in line with 5S principles.
- Identify the training needs of personal work under department.
- Check parameters for verification of job setup.
- Production planning & Higher productivity.
- Stage of safety equipment's.
- Effective utilization of manpower and machines.
- Develop Procurement Policies, establish analyse and optimize the business procurement strategy and ensure alignment with business goals
- Lead collaboration with stakeholders and internal teams and ensure OTD
- Manage vendor selection and intermediate mile stones are met with in time line
- Build vendor relationships
- Responsible to resolve risk, monitor supplier Capacity and mapping and ensuring on time delivery and Overall Cost Reduction as per Management's commitments to the Board. Localization, Supplier rationalization etc.,
- Daily, weekly and monthly review along with stakeholders and internal teams
- Internal and external customer service
- Innovation thinking and implementing and problem solving
- Review the design technical requirements, specify and recommend design modification based on process requirements, and sign off the KICKOFF and APQP, Complete Responsible for New Product Development across all Plants
- Managing PRC (Production Resource Control) to ensure on time Material Availability for Managing production from Suppliers, Inventory and Customer Dispatch Management.
- CAPEX Investment and Control: Patterns Core box Match plate, Machining tools, Machining Jigs & Fixtures, Cutting Tools, SPM Machines, Core Transfer Fixtures, Dies, Gauges, Hydraulic fixture

Assistant Manager- Strategic Sourcing- Casting and machining Commodity, Bonfiglioli Transmission India (MNC) August 2011 to 04-12-2017

Responsible for NPD / Alter Development / Cost reduction / VA-VE. CAPA

Core Commodity Champion for SG Iron Castings and Machining for Source Development / Pricing negotiation on casting and machining part, long term business agreement signs off with vendor along with SQA.

Implemented Outsourcing of close to 45 Part no's in around 4 Months period when company decided to offload On core manufacturing from in house. Handling crisis management to meet company performance.

Handles procurement with MRP Planning as per weekly SDD to meet assembly requirement, control Inventory, New Source Finalization through SCM Team which decides alternate sources / price increase decisions / capacity enhancement decisions / addition or deletion of sources etc.

Assistant Manager- Production & New Product Development, Pioneer castings limited (TS 16949 Company) April 2007 – July 2011 (4 Years 3months) Chennai,

Responsible for NPD casting machining complete development for Tractors and bus components & handling a Team of 10 Engineers & Leading Department Lean Managers

Pioneer is an ISO / TS 16949 Certified company, the company engaged in producing all type of SG & CI Castings for all tractors industries like TAFE, SAME, M&M, NEWHOLLAND, EICHER & automotive industries like ASHOKLEYLAND, EICHER MOTERS, TATAMOTERS, from 0.250kg to 250kg of castings like brackets, transmission housing, hubs, wheel, flywheel housing, rail plates, considering 80% yields for SG Iron & 70% yield for grey iron, The plant capacity is 1500 MT per month.

In one year, 80 new products developed in PACL for following customer

- All Ashok Leyland units south & north –hubs, brackets, flywheel housing
- Escorts tractors Delhi –Axle housing, FAS, Gear box housing
- Escorts tractors Delhi- 4WD Axle housing
- Eicher tractors-ADDC housing, CTF, CTR
- Tafe –HLC, IDBI, Center housing
- International tractors –diff housing, gearbox housing
- New Holland tractors – FAS, FAH
- M&M –FAS
- Same –flywheel housing & front, rear weights
- Vag – bonnet cover & body
- Rail way plates & inserts
- Export brake drum & front axle support

Customer: -Ashok Leyland –Ennore, unit-1, unit 2 Hosur

- 90% yield achieved in 10wb rear hub (Ashok Leyland customer)
- Bogibracket 99% rejection due to shrinkage and less productivity, 100% shrinkage avoided by taking corrective action & productivity increased achieved customer requirement, received appreciation letter

Engineer Quality Assurance and quality control function Casting Product Development Nelcast ltd (TS 16949 Company), April 2001 – April 2007 (6 Years) Chennai,

My Responsible for NPD Castings and machining parts, customer quality complaints, Quality Assurance, Quality control, Process control, implementation of TS 16949, PPAP & CAPA Validation.

Nelcast ltd is an ISO 9002 & QS 9000 & TS 16949 UL certified company. Nelcast engaged in production of GREY/SG iron and special alloy castings like in manifold & transmission, flywheels, housings by using green sand moulds weight varying from 0.5kgs to 200 kgs castings producing by high pressure molding line mainly automobiles and farm equipment's spare parts and supplies to major automobile industries in India & Abroad

Practical working experiences with Industrial and Skills

Developed critical castings products to Truck, Tractor, Automotive, non-automotive, Water Oil and Gas, windmill Heavy Castings parts, earthmoving equipment etc., Through Lean Manufacturing - TS16949- APQP-PPAP- Specification Review- Value Stream Mapping-Continuous Improvement- Cost Reduction- VAVE, Effective Production Planning-Operations Management- Supply Chain Management and Procurement.

Supervisor Production function, Seetha Lakshmi steel casting (p) ltd (ISO 9001 2000 Company) June 1997 April 2001 (4 Years) Coimbatore,

My Responsible as Production & Planning Function, Pattern shop, Fettling and Dispatch, Physical lab Responsibility The company SSCL is an ISO 9002 & QS 9000 & TS 16949 Certified Company, engaged in the manufacturing of all types of S.G. and C.I. Castings for domestic markets The Company is manufacturing wide varieties of Casting Products such as manifold, water pump pulley, flywheel, Pipe Fittings, Bucket, Ring and End Cap this Company includes: Considering 65% yields, the Company has a capacity of about 150 ton per month

**Trainee Quality Function
Coimbatore Balaji casting (p) ltd (ISO 9001 2000 Company), June 1996 Jun 1997 (1 Years) Coimbatore.**

My Responsible as Engineer trainee, Production Moulding, Melting, core shop, quality control and quality assurance. The company CBCPL is an ISO 9002 Certified Company, engaged in the manufacturing of all types of S.G. and C.I. Castings for domestic markets The Company is manufacturing wide varieties of Casting Products such as drive casing, manifold, water pump pulley, flywheel, Pipe Fittings, Bucket, Ring and End Cap this Company includes: Considering 65% yields, the Company has a capacity of about 100 ton per month.

Language

Proficiency in Tamil and English., (Hindi & Malayalam: - Limited working proficiency)

Computer exposure: -

Operating system	:	windows XP Professional
Office package	:	MS Excel & MS word, PowerPoint, SAP

EDUCATIONAL & TECHNICAL QUALIFICATION: -

Qualification	Name of institution	Year of passing	% Of marks	Board of exam
E MBA	National Institute of Business Management Kingster Education-Chennai	Jan, 2018	90.70%	Distance Educational
PG DTQM	National Institute of Labour Educational and Management-Chennai	Dec, 2004	95.70%	Distance Educational
DME	Kongu Institute of Technology-Coimbatore	Apr, 1996	87.00%	State board
X th STD	Sacred Heart matriculation school-Coimbatore	Apr, 1992	72.00%	Matriculation

Areas of Interest

(Production / Quality Assurance / Process control / New product Development / Vendor Development)

M.R. for ISO - Job Responsibilities

- Set up of all ISO QUALITY STANDARDS
- Internal audit & surveillance audit
- Monthly performance report based on quality objective.
- Coordinating for Customer for Specific Requirements.
- Based on performance report (trend chart) preparing KPI for MRM

Personal Details

Father name: - N.M. Challamuthu

Date of birth: - 16-12-1977, Marital status: - Married, Nationality: -Indian

Permanent address: - No,123 Rajarajeshwarinager, Ganeshapuram- Coimbatore 23

I hereby declare that the above-mentioned details are true to the best of my knowledge and belief & also confident of my ability to Work in a TEAM, to achieve organization goals.

Yours faithfully,

C S RAJ

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Date: 03.02.2022