

J. SHUNMUGAVEL



TOP MANAGEMENT PROFESSIONAL
OPERATIONS MANAGEMENT | SUPPLY CHAIN MANAGEMENT | PLANT OPERATIONS

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Executive Profile

Offering **over 29 years** of experience in managing **cross-functional operations** involving Global Strategic Sourcing, Vendor Development, Procurement, Localization, VA/VE, Project Management, Operations, Lean Manufacturing, Supplier Risk Management, Cost Estimating, Logistics & Global Product Development Process across **Automotive OEMs, MNC, Tier1, Shared Services & Manufacturing** domains; executed operational strategies to accomplish **profitability**.

Performance-driven professional with merit of delivering **transformational change** in Plant & Supply Chain Operations; pioneered the set-up of **Global Shared Services Chennai** within 10 months for product cost estimating with merely 63 members. Drove and managed manufacturing and sourcing activities with a view to enhance the **operational efficiency** of operations, thereby achieving **cost reduction**.

Possess an innate flair of accepting challenges with skills in formulating **budgets, SOPs & policies**, designing systems & processes, effectuating **value engineering techniques**, facilitating **supplier partnership**, organizing programs, instituting **process improvement** & enhancement techniques with proven track record of successfully managing the procurement of engineering and other capital items worth crores on a monthly basis.

Delivered large projects on time, accumulated substantial savings in expenditure and improved gross margin & **revenue**; rendered cost estimating support for Power Train and Installation, Transmission, Drive Line, Fuel, Cooling, Exhaust Systems, Chassis, Electrical, Interior and Body Exterior Commodities; supported optimal cost estimating for 95% of turnover around **USD 9 Billion** year on year for automotive parts.

Impeccable record of **building high performance teams**, improving customer experience and partnering with multiple **global stakeholders**.

Education & Credentials

- 🎓 **Post Graduate Certification in Strategy** from Open University Business School, United Kingdom in **2004**
- 🎓 **Post Graduate Certification in Foundations of Senior Management** from Open University Business School, United Kingdom in **2003**
- 🎓 **BE (Mechanical Engineering)** from Coimbatore Institute of Technology, Coimbatore in **1992**

Training:

- 🎓 Global Training – Undergone 3 months training in Dearborn with Global Cost Estimating Team to understand Cost Estimating Process & Systems

Career Timeline

RANE TRW
Steering Systems
Ltd. as Deputy
Manager- Materials

Ford Motor
Company as Senior
Buyer- Global
Sourcing

Ford Motor
Company as Cost
Estimating Manager

Freelancer Project
Consultant

1992 -
2004

2004 -
2005

2006 -
2007

2007 -
2010

2010 -
2018

2018 -
2019

2019 -
2020

2020 -
Till Date

TAFE International
Business Unit as Deputy
Manager- Global Sourcing

Ford Motor
Company Deputy
Manager- TVM
Purchasing

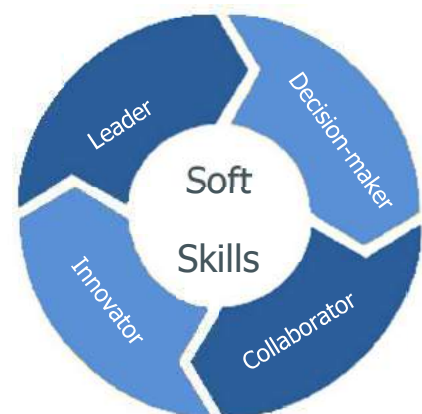
Ford Motor
Company as Senior
Manager Supplier
Risk Management

Rane TRW Steering
Systems Ltd as
Associate Vice President
Materials

Key Skills

Strategic Sourcing	Supply Chain Management
Business Planning & Leadership	Global Sourcing Initiatives
Global Shared Services / Cost Estimating	Vendor Management/ Negotiations
Revenue & Profitability Management	Quality & Compliance Management
Process Efficiency Enhancement	Workforce & Team Management

Soft Skills



Professional Experience

Dec'20- Till Date: Associate Vice President – Materials (Electric RCB Gear Project)

- Led the Development and Sourcing with a team of 12 Members with an Annual Turnover of 480 Crores.
- Developed Sourcing Strategy for various commodities like Castings, Forgings, Bearings, Stampings, Fasteners, Seals, Machined parts to arrive at a optimum Material Cost which gave a substantial cost savings of 3% on Annual Turnover.

Jul'19- Nov'20: Freelancer Project Consultant

- Consultation for Strategic sourcing, Project Management, Global Sourcing, Supply Chain Management, Product Costing.

Jan'06- Jun'19: Ford Motor Company, Chennai as Senior Manager Supplier Risk Management AP

Assignments Handled/ Highlights:

Jul'18-Jun'19 Senior Manager Supplier Risk Management AP

- Spearheaded a team of 12 members and successfully managed Supplier Risk Management for 1250 sites with annual turnover of around USD 6 Billions
- Facilitated the achievement of bottom-line results by reducing operational costs, effectively distributing workload and implementing quality control procedures
- Worked towards developing online dashboard for supplier risk summary which reduced considerable time in having reviews with multiple stakeholders with multiple versions into one version online
- Steered the launch of Global Data Analytics and Tools to identify supplier, financial, operational and reputational risks assessment & mitigation by reducing the production loss to less than 0.5%
- Collaborated with cross-functional teams to manage/resolve poor supplier performance and distressed suppliers
- Contributed in supporting purchasing by mitigating risks involving supplier resourcing actions wherever applicable (for production & service parts) which resulted in achieving savings of USD 10 Millions
- Allocated tasks to operational level workforce, coordinated different jobs and determined individual responsibilities; organized training & development of subordinates and people down the line

Aug'10-Jun'18 Cost Estimating Manager AP

- Front-led a 63 member team for managing cost estimating work both in India & Thailand that supported Asia Pacific & Africa regions for various clusters for local, regional and global projects
- Exhibited leadership in recruiting resources for India Team (52 Headcounts) from specific industrial manufacturing process background within a short span of 120 days
- Implemented transition of Cost Estimating Support from Europe, Australia & Thailand to India which resulted in saving billing of around USD 1.5 Millions per annum
- Assisted in estimating for new programs to support target setting and delivery of USD 5000 - 6000 including Design Efficiency, Best of Benchmark, Gap Analysis of Estimate vs Quote, Supplier Price Negotiation Support & Vendor Tooling support
- Extended cost estimating support for engineering changes and attained cost savings of around USD 250 dollars
- Facilitated Competitor Vehicle Teardown Benchmarking: developed directional estimates for competition Vehicle & Ford Vehicle and supported Engineering Team to identify design opportunities for future model strategy; minimized program target cost to affordable level of USD 4000 – 4500 for various programs
- Benchmarked with Mahindra and drove the implementation of 5 days working pattern for Indian suppliers against the global pattern of 6 days working which led to 10% savings in material cost of USD 10 billions
- Led benchmarking of Joint Venture- propelled benchmarking of cost estimating activities with Changan Ford to determine JV strategy
- Best Cost @ J1 – provided optimal cost estimates for B562 MCA & T6 Ranger MY18 for Job1 for target setting processes, thereby achieving material cost avoidance of 20 Million USD
- Attained cost reductions worth USD 50 Millions by conducting Supplier Cost Workshops year after year

Jul'07-Jul'10 Deputy Manager- TVM Purchasing

- Interfaced with Purchasing and Product Development Department for localization actions and tracking implementation through cost reduction idea database
- Coordinated with Material Planning & Logistics Team including (i) Production Scheduling and Release (ii) Pre-Production Management (iii) Supply Chain Management for Localized Parts Introduction
- Rolled out a USD 500 roadmap of indigenization actions for Ford Fiesta and ensured its implementation within 3 years

Jan'06-Jun'07 Senior Buyer- Global Sourcing

- Tracked & identified sourcing for exports to Ford North America, Europe and Asia Pacific for major/minor assembly/sub-assembly of automotive parts such as Chassis, Body & Exterior and Electrical parts (Hub, Knuckles, Stamped Parts, Window Regulator & Fasteners)
- Played a key role in converting two requests for quote into orders worth approximately USD 11 million in annual turnover for local suppliers in global bidding resulting in 16% reduction in buying prices for Ford Motor Company

Previous Experience

Nov'04-Dec'05: TAFE International Business Unit, Chennai as Deputy Manager- Global Sourcing

May'92-Oct'04: RANE TRW Steering Systems Ltd., Trichy as Deputy Manager- Materials



Personal Details

Date of Birth:

31st March 1971

Languages Known:

English, Tamil & Hindi

Address:

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