

## **CURRICULUM VITAE**

**SANDEEP SYAL**

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### **CAREER OBJECTIVE:**

To be associated with a progressive organization where there is ample scope for learning, personality development and growth, which would enable me to broaden my current skills and challenge my various abilities in providing solutions, so-as-to be competent.

### **PROFILE:**

- 12 years of Strategic sourcing experience in Global IT Software & Hardware, Telecom, Aviation, Marketing, Tradeshow & Events, HR and Travel
- Clients served includes NetApp, Microsoft, Boston Scientific and many more
- Extensive experience with RFP/RFQ, Strategic Sourcing, Contract negotiations, Contract Management, Process development, Category Management, Order Management, Order Fulfillment, Remote transitions, Vendor management & Invoice processing.
- Proficient in Source to pay vertical.
- Executed Strategic Sourcing projects for the following categories:
  - Global Telecom services and Networks
  - IT Software and Hardware
  - Travel
  - Tradeshows & Events
  - Aviation
  - Marketing
  - HR - Trainings
- Good communication skills, interpersonal skills, self-motivated, quick learner, team player.

### **EDUCATIONAL QUALIFICATIONS:**

<b>Qualification</b>	<b>School/College</b>	<b>Board/University</b>	<b>Percentage</b>	<b>Year Of Passing</b>
M.C.A	University Arts & Science College	Kakatiya University	<b>75.32</b>	2009
BSc (M.P.C)	S.K.E Degree College	Kakatiya University	<b>73.16</b>	2006

### **SKILLS PROFILE:**

Operating Systems : Windows XP, Windows 8 Pro, Windows 8.1  
ERP Application : SAP Material Management Module, Ariba eSourcing, Novatus, Zycus  
MS Applications : MyOrder, MS Word, MS Excel, MS PowerPoint,

### **WORK EXPERIENCE:**

## **1. From April 2021 – Till date**

**Company Name: Genpact India Pvt. Ltd,**

**Location: Hyderabad**

**Designation: Senior Manager**

Support Genpact Customer related purchase for IT (Cybersecurity, Hardware, Software & Software Services) through team of 5 buyers

SPOC for Global Category managers for commodities across IT

Monitor & provide guidance to team on support required on sourcing (Negotiation, Contracting & Internal Stakeholder, GCM, Co-ordinations)

Category expert for off-shore support to the customer

Internal reporting on volume inflow, savings achieved and completion of transactions

Responsible for meeting the SLAs & KPIs of self and the team as set by customer

Work on complex sourcing projects and provide necessary support to the onshore category managers (Customer)

People management related standard activities – Conducting regular 1x1's, handle and address issues to provide necessary logical solutions

## **2. From October 2018 – March 2021**

**Company Name: Qualcomm India Private Limited**

**Location: Hyderabad**

**Designation: Procurement Specialist, Sr.**

**Categories: IT – EMEA, Travel - India and EMEA, Global Tradeshows and Events, Marketing, HR-Training for North America and Global Aviation**

### **Roles & Responsibilities:**

- Strategic sourcing and contract negotiations of IT, Travel, Events and Aviation category
- Individually managing contracts for Hotels, Airlines (Domestic & International), Cabs & events globally
- Introduced new Travel agency for India and Online booking tool for the first time
- Helping key country & site leads in taking decision for events and contractual terms to be included in the important agreements
- Regular meetings with different stakeholders and country heads
- Sourcing new vendors for all the categories
- Setting up catalogs for IT category
- Float competitive RFP, set up e-Auctions depending on the nature of the requirement
- Play vital role in selecting the vendor
- Develop strategies to negotiate with suppliers to get competitive price and maximize savings
- Help in identifying contractual risks and suggest mitigation plan
- Identify cost saving opportunities and drive closure
- Streamline the sourcing process for better results
- Successfully achieved 10% savings on 50Mn spend

### **3. From Feb 2015 – Oct 2018**

**Company Name: Wipro Limited**

**Location: Hyderabad**

**Designation: Assistant Manager, Global Sourcing – IT & Telecom**

#### **Roles & Responsibilities:**

- Strategic sourcing and contract negotiations of various services in Telecom/Network products and services
- Vendor Development, Vendor contract execution, Vendor Management, Procurement Operations (P2P), Category management and Spend Analysis
- Liaise closely with the onsite delivery teams and technical consultants to understand the requirement before releasing RFI/RFX/RFQ/RFP/e-Auction/Competitive RFP
- Strong exposure on Ariba sourcing tool
- Float competitive RFP, set up e-Auctions depending on the nature of the requirement
- Play vital role in selecting the vendor
- Develop strategies to negotiate with suppliers to get competitive price and maximize savings
- Help in identifying contractual risks and suggest mitigation plan
- Identify cost saving opportunities and drive closure
- Forefront supplier escalations and ensure delivery compliance
- Develop new suppliers at global level and maintain smooth supplier relations
- Support day to day procurement operations – PO release, cost code issues, Invoice clarifications, Payment processing to suppliers, tax issues.
- To ensure prompt PO and payment release to vendors
- To manage different teams like Contract Management, PO Issuance, Vendor Management, Vendor Helpdesk with capacity of 10 members in each team

#### **Key Achievements:**

- Handled 3000+ requests successfully and received stakeholder appreciations for closing the requests on-time with maximum savings
- Handled spend of \$ 100Mn in the year 2016-17
- Streamlined entire PR to Payment process for Telecom
- Revised payment terms from 30 to 60 days of the major global suppliers (AT&T, BT, Verizon, Singtel)
- Helped achieving 1Mn USD savings for BPO network migration to single supplier
- Helped pre-sales team in winning the deals with best-price analysis
- Achieved savings of \$31Mn in the fiscal year 2016-17
- Identified saving opportunities in different geographies and implemented the migration plans which helped project team in minimizing their operational costs in turn increased the profit margin
- Introduced global vendors to set up competition with the incumbent vendors and achieve better prices and bring down the total project cost in Telecom links, Voice and Mobility

- Identified regions of high usage and consolidated the requirements to get better discounts

#### **4. From August 2013 – Jan 2015**

**Company Name:** Denali Sourcing and Software Pvt Ltd, Now WNS, Pune

**Designation:** Sr. Sourcing Analyst

**Client:** Microsoft, India

**Job Responsibilities:**

- IT H/W and S/W, Telecom procurement for MS, Pan India locations
- Onsite- coordinator to help stakeholders in large deals
- Taking Ownership of suppliers; Track timely delivery of products proactively
- Follow up with internal stakeholders to understand their requests and provide appropriate solution
- Facilitated users with trainings on raising PR's, POs
- Achieved across \$ 25K savings

#### **5. From August 2011 - August 2013**

**Company Name:** GEP, Navi Mumbai

**Designation:** Senior Procurement Specialist

**Client's Supported:** Boston Scientific Corporation, NetApp Inc.,

**Job Responsibilities:**

- Setting up eAuctions in the tool and providing training to suppliers
- Consolidating and Exporting supplier responses and their scores from tool if required
- Providing RFP and pricing templates
- Doing additional supplier research
- Conducting small sourcing events/ spot buys
- Conducting detailed analysis on certain RFP responses and pricing
- Developing category spend baseline for certain RFPs
- Providing support with supplier negotiations on SOW's and Contracts
- Acting as first point of contact for suppliers on certain RFPs
- Remotely transitioned the PR2PO process
- Trained the team on Supply Chain Management
- Developing and Managing RFx, Reverse/Forward Auctions, Category Management, Vendor Data collection, Industry Research, Vendor Research, Vendor Set-up
- Sample category sourced: IT/Telecom, Engineering
- Managing Catalog, Blanket PO and PO acknowledgement
- Vendor enablement (included - Sourcing of Vendors, Fair value analysis, Negotiation & Vendor Evaluation, Contract Vendor)

#### **4. From November 2010 - July 2011**

**Company Name:** Kadevi Industries Ltd, Hyderabad

**Designation:** Sr. Purchase Executive

**Job Responsibilities:**

- Involved in procurement of material for KPTCL-TLSS 399-contract for execution of transmission line & 2 Nos. of Terminal bays at Kumbagodu Sub-station.
- Involved in procurement of material for KPTCL-TLSS 405 project-66/11kV Sub-Station at V.G.Doddi
- Involved in procurement of material for KPTCL-TLSS 414-construction of 110kv M/C & 110kv D/C lines and 2 Nos. of Terminal bays at Puttur Sub-Station.
- Independently handled the procurement & supply process of Reliance Butibori 220kV Transmission line project and was able to achieve Rs.12lakhs as savings.
- Independently handled the procurement & supply process of Reliance Samalkot 400kV D/C Quad line project and was able to achieve Rs.30lakhs as savings.

#### **5. From April 2010 till October 2010**

**Company Name:** The Sirpur Paper Mills Ltd, Hyderabad

**Designation:** Trainee Purchase

**Job Responsibilities**

- Preparing PRs, RFQ's
- Preparing Purchase orders based on negotiations with vendors or suppliers.
- Sourcing & Procurement of various chemicals required for manufacturing of paper
- Negotiate pricing, terms & conditions and warranties of goods & products with key suppliers, vendors & service providers.
- Co-ordinate with suppliers to ensure on time delivery of Raw materials.
- Invoice Processing & Invoice Resolution

#### **PERSONAL PROFILE:**

Name	:	Sandeep Syal
Father's Name	:	Ashok Syal
Date of Birth	:	24-04-1986
Gender	:	Male
Marital Status	:	Married
Languages Known	:	Hindi, English, Telugu and Punjabi.

#### **DECLARATION:**

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

**Place: Hyderabad**

**(SANDEEP SYAL)**