

ABHINEY GARG

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Assistant General Manager – Business & Project Development
Commercial Operations, Jindal Steel & Power Limited

An astute professional with over 5.5 years experience and a proven track record established with the escalation to **middle management from trainee level in the record time** at one of the largest & diversified Indian groups

AREAS OF EXPERTISE

- ~ Sales, Marketing & Servicing
- ~ Client Acquisition & Retention
- ~ Overseas Business Development
 - ~ Commercial Agreements
 - ~ Tenders, Bid & Negotiation
 - ~ OEM Suppliers
- ~ International Service Providers
 - ~ Sales Operating Plan
 - ~ Request for Quotation (RFQ)

PROFILE SUMMARY

- Expert in **designing Sales Operating Plan** for **products (Steel), services (EPC) & projects (Developer/Owner)** including specifications standardization, RFx creation / participation & management, auctions, bid evaluation, integration with other departments, negotiations, PO/SO administration & execution.
- Expert in drafting **Bid/Tender** documents, **SO/PO & EOI/MOUs**.
- Explored EPC Opportunities (Africa) & **developed new business** i.e. Power Projects (300-350 MW) in Senegal & Mozambique
- Developed New Steel Market** in Africa and **New Retail & Distribution Market** of "Jindal Panther" Rebars in Central India
- Proficient in conducting **best practices & training sessions** for internal stakeholders, customers and vendors
- Selected in company's elite **management leadership program**

WORK EXPERIENCE- JSPL (SINCE JULY 2010)

COMMERCIAL OPERATIONS, Power Division (Jan'15 ONWARDS)

- **Designed** & implemented a Procurement Operating Plan (**POP**), reducing significantly the deployed resources
- Coined much appreciated effective conditions of contract (**special term-sheet**)
- Developed a strategic **suppliers base** globally and introduced an integrating IT-enabled platform
- Designed a "**Raw Material Sourcing**" model analyzing all scenarios & sensitivities to reach +ve EBITDA level
- Contribute to the **commercial agreements** by making **budgets, cash flows**, cost optimization models like risk assessment, **financial models** (IRR/NPV Sensitivity), **life-cycle cost analysis** models & participating in the negotiations of Power Purchase Agreement (**PPA**) and govt./bank guarantees.
- Lead the International tenders for appointing the big-size (more than **US \$ 300 Million**) **PMC & EPC** Turn-key

OVERSEAS BUSINESS DEVELOPMENT, EPC Division (AUG'12 – DEC'14)

- **Explored (>100) business opportunities** across sectors (Steel, Mining & Power) in Africa, and **got board approval** on "GO/NO-GO Commercial Models" for developing a few opportunities.
- Worked on **MOU & permits with different Ministries & key country officials** and set up local operations.

SALES & MARKETING, Steel Division (JULY'10 – JULY'12)

- Highly acclaimed individual contribution of upto **Rs. 200 Crore/annum** to "Net Sales Realization" in Steel Sales.
- **25% YoY growth (32,000 MT)** in the assigned product category, TMT (Rebars).

HIGHLIGHTS

- ✓ Project Manager for integrating EPC Business processes & **SAP Implementation** in 2014
- ✓ Represented JSPL at Korean Machinery Fair, Seoul, **South Korea in 2013**, International "**World Steel Conference**" held for the 1st time in India in 2012 and various other such national/international platforms
- ✓ Managed **centralized procurement for International Projects worth upto US \$ 50 Million** based on Internationally **accepted FIDIC** books & guidelines of contract with on-shore & off-shore portions strategic split
- ✓ Achieved **cost savings of approx. Rs. 50 Crore from 2013 to 2015** through the supply base rationalization, execution of sourcing, negotiation and robust business sustainability plan
- ✓ Designed inventory & stockyard reconciliation process which **increased inventory accuracy to 50%**

EDUCATION

- 2010 : **MBA (International Business & Marketing)**, Birla Institute (BIMTECH)
- 2007 : **B.Tech. (Electrical)**, Kurukshetra University

CERTIFICATION

- "Procurement & Supply Chain Management" certification from Indian Institute of Material Management (**IIMM**)

IT SKILLS

- **ERP-SAP** : SD, PS & MM Modules
- **Microsoft** : MS Office & MS Projects

PERSONAL DETAILS

- Date of Birth : 18th April 1986
- Languages Known : Hindi, English & (French-Elementary)
- Address : 702, Tower-6, Fresco Apartment, Sector-50, Gurgaon, NCR/(Delhi) - India