

# AMIT GUPTA

## Strategic Sourcing

### PROFILE

With over **14+ years of experience** in the field of Strategic Sourcing, Operations, Contract Administration & Management, Project Management, warehousing, logistics, Inventory Liquidation. Expert at managing risk from a financial, commercial and corporate standpoint, worked with cross functional & international teams.

Lead for RAN Group RFP in Axiata, Key Member of Core Group RFP, Ncell MS Project, TCP and VO Group RFP in Axiata  
Key Member of Parivartan Project, CCBS, One BI and MW GFA RFP in Telenor India  
Key Member of 3G Rollout and Manage Service in Reliance Communication

Gender // MALE

DOB // 01.07.1984

Status // Married

Nationality // Indian

Passport No. // Z3983201

### CERTIFIED

Juniper JNCIA-ER // JNCIA-EX // JNCIS-ER // JNCIS-EX

### EDUCATION

#### **2008-2010**

MBA in Finance Management to **Post Graduate**

**Diploma in Business Administration**

Symbiosis Centre for Distance Learning

#### **2002-2006**

B.E. in Electronics & Communication

University of Rajasthan

### EXPERIENCE

**Apr 2020 – Till date**

**Axiata Group Berhad (Malaysia)**

**Senior Specialist, Strategic Sourcing (Network) Group Procurement**

*Responsible for finalizing the commercial terms for Axiata subsidiaries for major categories including RAN, Core, Transmission, MS etc.*

*Drive key strategic initiatives and work alongside project team to achieve the defined goal.*



**Nov 2018 – Mar 2020**

**Reliance Jio Infocomm Limited (Now RDPPSL)**

**DGM// IT and Technology Sourcing**

*Responsible for finalizing the commercial terms for major categories including IOT, RAN & Core.*

*Working with internal stakeholders for Cost optimization/reduction in Microwave, Antenna,*

*Passive items etc. Single point of contact for Ericsson*



**Apr 2018 – Oct 2018**

**NEC Technologies India Pvt. Ltd, Delhi**

**Senior Manager // Strategy and Business Development**

*Responsible for making strategy of Business development for Carrier and Public safety*

*Business, channel partner development, Vendor relationship management.*

*Drive key local strategic initiatives and work alongside project teams on the highest value strategic priorities that will deliver business growth/value. Specifically, identify and pursue to closure key strategic opportunities.*



**Jun 2013 – Mar 2018**

**Telenor India, Gurgaon**

**Senior Manager // NW and IT Sourcing**

*Responsible for vetting and finalizing the commercial terms and conditions for Bids, Proposals and Tenders to analyze the risk involved, carrying out the Cost Benefit/profitability analysis in Telecom Industry.*



**Dec 2012 – Jun 2013**

**Accenture Services Private Limited, Gurgaon**

**Level E // Supply Management**

*DC Circuit Ordering department in India which delivers end-to-end supplier management*

*offshore needs. Key engagement includes supplier consolidation and supplier management as part of global network transformation for a financial services giant.*



**Dec 2006 – Dec 2012**

**Reliance Communications limited (ADAG)**

**Manager // Electronics Procurement**

*Functioning as a Manager, Electronics Procurement and responsible for the sourcing of Electronic Networking, IT and Transmission equipment's for infrastructure projects in Reliance.*



# AMIT GUPTA

## Strategic Sourcing

### SKILLS

Analysis // Procurement strategies // Supplier Management // Negotiations // Legal Documents // RFX // Tenders // External Audits //

### SOFT SKILLS

Teamwork // Problem solving // Adaptability // Communication // Leadership // Time Management // Strategies //

### SOFTWARE

Excel	<div><div></div></div>
Word	<div><div></div></div>
PowerPoint	<div><div></div></div>

### KEY PROJECT

Axiata – RAN and Core Group RFP // Ncell MS RFP

Telenor India - Parivartan Project (includes – Supply and Service of RAN, Circuit Core, Packet Core, Common Core, Transport – MW & IP and Managed Services ) // CCBS Project // One BI Project // MW GFA Project // Assam Project

Bandwidth rollout in all British Telecom BU's  
Process Design // Cost optimization // Supplier management // Business analysis // Negotiation

### CONTACT

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amitgupta@gmail.com  
Address : Kuala Lumpur, Malaysia

### KEY ACHIEVEMENT

Part of RAN and Core Project to negotiate with Leading Global Vendors. These deal was worth over \$ 950 Mn (One Year).  
Part of Parivartan Project to negotiate with Leading Global Vendors. These deal was worth over \$ 850 Mn. Part of Global Microwave Project to negotiate with Leading Global Vendors and Leading for Telenor India requirement. These deal was worth over \$ 45 Mn.

### KEY RESPONSIBILITY

#### **Analysis //**

**Market analysis:** for meeting the demand /requirements of User department.

**Supplier analysis:** "Scout" to identify, develop and provide transparency of existing industrialized services; provide and maintain standardized Supplier Dossiers.

#### **Strategy//**

**Procurement Strategy:** implement global sourcing strategy in close alignment with Global Commodity Management.

**Supplier Strategy:** ensure usage of globally defined preferred suppliers / Value Suppliers.

**Pooling Strategy:** support cross- business area, cross country and/or cross technology bundling in close alignment with Management

#### **Realization//**

**RFX/Tenders:** support global tender processes, support end to end process from RFP to negotiating and contracting.

**Negotiation:** negotiate where possible work packages; negotiate offshore rates with selected suppliers.

**Contracting:** Support contract negotiations based on standardized contract elements.

#### **Goal Setting and Controlling //**

Perform spend analysis, create, maintain & report KPIs and dashboards, e.g. spend by commodity, by NW & IT business area, by supplier, etc.

#### **Supplier Management //**

**Supplier Evaluation:** perform supplier evaluations, derive development actions in close alignment with Management and User.

**Strategic Evaluation:** perform strategic evaluation for selected suppliers with the team and management.

**Supplier Development:** implementation of defined development measures and requirements.

**Support External Sustainability Audits** by analyzing audit reports and undertake required actions on the respective supplier premises in order to successfully close the audit.

#### **Additional Enablers //**

Perform and maintain **supplier qualifications** in procurement tool.

Support Global Services IT in topics such as **Claim Management, Risk Management and Contract Management**.