

# Sai Chaitanya Raj Naidu

[Kakinada, Andhra Pradesh, India]  
[saichaitanya1006@gmail.com] • [Mobile - 7095373700]  
[LinkedIn - [www.linkedin.com/in/chaitanya-naidu](https://www.linkedin.com/in/chaitanya-naidu)]

## Professional Summary

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Dynamic and results-oriented Supply Chain Management professional with 8.5 years of progressive experience in procurement, strategic sourcing, vendor management, supply chain operations, and Project execution. Adept at leveraging ERP systems such as SAP HANA, Oracle ERP, and sourcing platforms like SAP Ariba to streamline operations, reduce costs, and enhance supplier performance. Proven ability to lead cross-functional teams, coordinate across departments under pressure, and deliver measurable improvements in supply chain efficiency. Strong commitment to supply chain optimization and end-to-end project execution.

## Core Competencies

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- ERP Systems (SAP S4-HANA, SAP Ariba, Oracle, ServiceDesk Plus)
- Procurement and Vendor Management
- Source to Pay, Procure to Pay
- Supplier life Cycle and Performance
- Strategic Sourcing & Negotiations
- KPI Dashboards and Reporting
- Direct & Indirect Procurement
- Cross-functional Collaboration
- Demand Forecasting, Spend Analysis and Cost Reduction
- Risk Mitigation Compliance & Vendor Reconciliations
- Data Analytics – Power Bi, Advanced Excel

## Professional Experience

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### [TATA Projects Limited]

[Jun 2019 – Present]

*Senior Supply chain Engineer/Procurement Analyst*

- Spearheaded procurement operations as procurement specialist for Direct and Indirect Procurement, managing end-to-end sourcing and vendor engagement.
- Created PRs and POs using SAP HANA and Oracle ERP, ensuring compliance and timely execution.
- As part of S2P, Handled E-RFX and Reverse Auctions via SAP Ariba, boosting sourcing efficiency by 20%.
- Developed site-wise adoption reports to track and visualize e-commerce procurement trends, enabling data-driven decision-making.
- Led vendor reconciliation efforts, resolving invoice discrepancies and ensuring accurate payment tracking.
- Collaborated with cross-functional teams to resolve procurement Constraint and ensure OTIF.
- Performed data analysis and cost reporting using Excel to identify trends and support strategic decision-making.
- Automated interactive dashboards and reports using Power BI and Excel, improving data accessibility, and reducing manual effort.

**[TATA Projects Limited]***[Jul 2017– June2019]**Senior Engineer-Project Planning and Execution.*

- Planning of daily OHE operations, managing workforce allocation and execution of site activities.
- Oversaw end-to-end project execution, from planning and resource deployment to client handover.
- Handled billing and documentation for project milestones, ensuring accuracy and timely submission.
- Resolved client and site-level issues promptly to avoid delays and maintain operational continuity.

**Achievement**

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- Increased adoption of the e-aggregator across the project site from 40 to 80 percent.
- Developed supplier scorecards to evaluate vendor performance and ensure compliance. Successfully executed complete project lifecycle from initiation to delivery.
- Received individual Shabash Award for outstanding productivity improvements.
- Recognized with Shabash Award for short closure of over 30,000+ POs, achieved by working extended hours beyond regular responsibilities.

**Certifications**

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<b>Procurement Professional Certificate CSCMP</b> - [ <i>LinkedIn</i> ]	<i>[Aug 2025]</i>
<b>Career Essentials in Data Analysis by Microsoft</b> - [ <i>LinkedIn</i> ]	<i>[Aug 2025]</i>
<b>Six Sigma White Belt</b> - [ <i>Council for Six Sigma Certification</i> ]	<i>[Sep 2025]</i>

**Projects**

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**Capstone Project: Regulatory Workflow Design – Tata Aerospace Ltd**

- Streamlined inter-unit operations across SEZ, EOU, DTA, and MOOWR by mapping top transaction types and creating standardized SOPs and checklists.
- Proposed process improvements to optimize lead times and enhance supply chain efficiency through a digital knowledge portal.

**Education**

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<b>Tata Bluemint x Leader of the Future [Executive Program]</b> London Business School	<i>[June 2025 – Dec 2025]</i>
<b>Bachelor of Business Administration</b> Capital University	<i>[Aug 2019 – June 2022]</i>
<b>Diploma in Electrical and Electronics Engineering</b> Aditya Engineering College	<i>[June 2014 – June 2017]</i>

**Additional Information**

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- Languages: [English, Hindi, Telugu]
- Current Location: Hyderabad
- Work Preference: Open to Remote, Hybrid, or In-Office