**Ravi Vij**

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***Phone: +91 – 8826928710 | Email:*** [***ravivij1981@gmail.com***](mailto:ravivij1981@gmail.com) ***| Date of Birth: 25th September 1981***

**Manager-Strategic Sourcing | Procurement | Vendor Development Team Leadership | Stakeholder Management | Program Management**

**Verticals: Vendor Development/ Purchase/ Strategic Sourcing / Product Development**

***Career Summary:***

* Result oriented professional possessing **14 years of experience in Purchase, International / Strategic Sourcing, Vendor Development, Quality Functions, Material Management, Cost Control Management for various industries**.
* Dynamic Strategist & Implementer with **expertise** in managing entire operations with key focus on **SCM (Supply Chain Management)** functions.
* Hands on experience in **8D Problem Solving, PFMEA (Process Failure Mode Effective Analysis),** DFMEA (Design Failure Mode Effective Analysis), **Sampling Plan**, 7 QC Tool, Poke-Yoke, FIFO, 4Q (ABB in side tool to find out the root cause of the problem as well as corrective and preventive action. I have also attained certification on this tool).
* Excel in providing leadership and advice to Senior Management in the areas of Procurement, Imports and Exports of Goods, Critical Supplier Selection, Cost Control Management, Quality Assurance.
* Value Engineering specially for Import Items to be indigenous with less cost better or equal quality by using gate in process Engineering .
* Expertise in Import as well as Export activities.
* Attain SVB (Special Valuable Bond) from Custom Authorities for Parent companies**.**
* Involved in Implementation of Critical Supplier Qualification Process**.**
* Evaluation for the supplier.
* New Product Development.
* Store and Material Management.
* Outstanding Leadership, Instructional, Interpersonal, Self-Motivator Team Player with Excellent Communication, Analytical, People Management, Relationship Management, Negotiation and problem solving skills.
* **Notable successes** in providing Multiple Solutions in Cost Reduction, Reverse Engineering, Sheet Metal Component development, Building long term contact with Suppliers, Company Insurance, Sale of Scrap, Import and Export Program Management.
* Acquired knowledge of new methods, technology & industry trends while undertaking projects. Whereas flexible to work in any industry.
* Experience in managing geographically distributed and culturally diverse work-groups and business units.
* Ability to work independently or in a team environment within the organization.

***IT Skills:***

Operating Systems : MS Office, SAP ECC6, Oracle.

***ACADEMIC CREDENTIALS***

2014 Diploma in Strategy Management from **CIPS UK** (Online Course).

2003 **B.E. Electricals** from DIT Meerut, Charan Singh University (UP); Secured first division

1999 Intermediate from CBSE Board.

1997 S.S.C from CBSE Board.

***OTHER CERTIFICATIONS/ WORKSHOPS***

* Two days Lean Manufacturing programme by D.P.S. Walia
* Two days SAP Training programme in MM Module at ABB Bangalore
* One day basic SAP Training workshop at ABB Bangalore
* One day Team Building workshop at ABB Faridabad
* Three days Leadership challenge program by Murli Mohan and Anjan Chaterji.
* Three days Negotiation skills programme at ABB Faridabad.
* One day Value engineering workshop at ABB Faridabad
* Four days 4Q Training programme at ABB motors, Faridabad
* Three days supplier sustainability and SCM Risk Assessment programme by Sumanesh Banerje and Vijay Kumar

***PERSONAL ACHIEVEMENTS***

* Developed TLC relays for GEIS with complete tools, test benches, assembly line set up tools gauges control plans.
* Developed 63 A contactor for GE vega alta.
* Implemented RoHS in our products for Europe market.
* Developed successfully Blow-Out coils so many products for GE Corporation, USA.
* Commercial Saving by implementation of various tools, which was close to 7 MINR

***CAREER PATH***

**Exosmart International Sep2015 - Present**

Managing Director

**Air Liquide India Holding Pvt. Ltd. Sept 2012 – Sep 2015**

Procurement Manager

**Landis+Gyr Ltd. (Toshiba Group) Nov 2011 – Sept 2012**

Manager – Vendor Development

**ABB India** **April 2008 – Nov 2011**

Manager SCM (Supply Change Management) & Procurement

**BHP Infrastructure**  **April 2007 – Mar 2008**

Assistant Manager-Procurement

**C&S Electric Limited**  **Sept 2003 – June 2007**

Senior Engineer

***EXPERIENCE DETAILS***

**Duration: September 2015 – Till date.**

Company Name: Exosmart International

Designation: Managing Director

Exosmart International is specialized in Importing and its related services.

**Importing Services**:

From china like: Sheet metal part, Home decorative, LEDs, Construction parts, Raw Material, Batteries, etc.

**In Service Industries:**

* Exosmart is expertise in make strategies for Small scale Industries to increase their business share in the market.
* Liaison with these companies to OEMs for business association.
* Consultant to small scale companies to clear their vendor qualification at OEMs
* Exosmart Helps small scale companies to make their quality system alien with OEMs required parameters.
* Exosmart Helps to small scale companies as mentor.

**Exosmart Valuable customer**

1. Sheet metal Company.
2. Plastic industries.
3. Gas Industry.
4. HR Recruitment Company.
5. Freight forwarding company .

**Duration: September 2012 – September 2015**

**Company Name: Air Liquide India Holding Pvt. Ltd.**

**Designation: Procurement Manager**

**Air Liquide is the world leader in Gas, Technologies and Services for Industries and Heath.**

##### In Air liquid India I am working as a **Manager Procurement** and, my **core responsibilities are**:

* Understanding the Purchase requirements of the region based on the business plans.
* Responsible for the **Project** **Planning, forecasting and Coordination** with suppliers to maintain demand-supply ratio, required purchase documentation & for Quality issues.
* Handle the procurement team by increasing the working efficiency and utilizing the team by motivating them and load them with the working efficiency projects (Cost Saving).
* Develop and **strengthen the Procurement/ Purchase procedures.**
* Responsible for the strategic sourcing for the direct and indirect spend.
* Develop and Implement the new **Procurement strategies** for delivering optimum solutions with respect to cost & inventory.
* Have developed the sustainable (reliable, safe and cost effective) supplier base for the operational plants and project.
* As a part of OPEX team I am responsible for the all indigenous and overseers supplier development and material purchase.
* Involved in **Bid Management** to Frame Contracts and agreements and ensure quality delivery & service standards as per contracted SLA (Service Level Agreement) on 100% occasions for all lines of business.
* Ensure **Critical supplier qualification** (Supplier sustainability Audit) as per the company guidelines for India operations and suppliers for other Air liquide Entities outside India.
* Responsible for the cost saving project and making the **price value analysis** of the products regularly. Also controlling the procurement by doing cost avoidance.
* Ensure doing Adjust procurement (BUY LESS, BUY CHEAP, BUY BETTER).
* Responsible for the localization of the imported material.
* Responsible for the **Inventory Management.**
* Responsible for identifies new suppliers for the development of the new projects and product.
* Making the NCI **(New Component Introduction)** for the development items.
* Preparation of MIS report.
* Handling all type of the purchase for the project items.
* Negotiate contracts with various transport and shipping agents for import/export.
* Responsible for update the performance of supplier’s relative the pricing, quality (**SQA**), capacity and timing of deliveries.
* Expediting all purchase orders to **meet** **order delivery dates** (OTD)
* Making the effective order for the all bought out items.
* Responsible for the TCO **(total cost of ownership)** projects in India.

**Key Contribution in Air liquide:**

**Risk Analysis:** Did the risk mapping - identified the Risk and make the mitigation plans.

**Cost Reduction:**Did the 20 MINR cost cutting (Efficiency) in 2013- 2014 Target was 17.5 MINR.

**Material Management:**  Did the material planning with internal user and maintain the minimum and maximum inventory level and also consumed the non-moving inventory effectively.

**Root Cause Analysis**: Did the RCA for the Bulk and package gas transportations.

**Spend Analysis:** Doing the Quarterly spends analysis for the direct and indirect spend and making the controls with the help of internal Auditor.

**Production Planning & Control:** Weekly meeting with the internal users to meet their requirement, increasing the internal departmental coordination to enhance the procurement as much as align with the users requirement.

**Other important contribution**

**Land and Scrap Sale: -** Did the Land sale and generate the higher saving by crossing the sale target of Land and scrap.

**Insurance saving: -** In Insurance we take insurance as a project and did the 40 % saving for 2014-2015 and enhanced the terms and conditions as well.

**Special Training:**

1. **SRM (Supplier Risk Management)**

Location: China

Period: 12th Nov 2014 to 20th Nov 2014.

1. **Critical Supplier Qualification Audit**

Location: Singapore.

Period: 08th May 2015 to 09th May 2015.

**Duration: November 2011 – September 2012**

**Company Name: Landis+Gyr Ltd. (Toshiba Group)**

**Designation: Manager (Vendor Development)**

Landis+Gyr is a world leader in smart metering, energy management solutions, and related services, with presence in 30 countries. The head quarter is based in Zug, Switzerland and the Global Development Centre is based in Noida, India.

Landis+Gyr is the leading global provider of integrated energy management products tailored to energy company needs and unique in its ability to deliver true end-to-end advanced metering solutions

**Job Responsibility:**

* Understanding the Purchase requirements of the region based on the business plans
* Development and purchase of the Child parts for the energy meters.
* Development and procurement of the sheet metal, PCBA and plastic parts from outsourced suppliers.
* Set the minimum inventory level & maintain that inventory level.
* Coordination with suppliers to maintain **demand-supply ratio**, required purchase documentation & for Quality issues.
* Making the price value analysis of the products regularly.
* Localization of the imported material.
* Audit of the store to maintain the minimum inventory level.
* Updating the order forecast & sends this to the suppliers.
* Identifying new suppliers for the development of the new projects.
* Making the NCI (New Component Introduction) for the development items
* Identifying the CTQ in the process at the outsourced winding supplier End.
* Handling all bought out items for our final products.
* Cost cutting in our regular products.
* Negotiate contracts with various shipping agents for import.
* Update the performance of suppliers relative the pricing, quality (SQA), capacity and timing of deliveries.
* Expediting all purchase orders to meet order delivery dates (OTD) and making the effective order for the all bought out items.

**Noteworthy Contributions:**

Successfully reduce the prices of sheet metal component 8-10%.

* Reverse Engineering.
* Implemented:
* KAIZEN and 5S to a world class level.
* SQA.
* Conducted the Supplier Sustainability and Risk Assessment Audit at the 5 major suppliers in India for 1.-FG Ltd.

**Duration: April 2008 – November 2011**

**Company Name: ABB India.**

**Designation: Manager SCM (Supply Change Management) & Procurement**

**Job Responsibilities:**

* Taking care of imports from different countries including **UK, Germany, Italy, China and Canada**.
* Taking care of Master Data involving Material Master, Vendor Master, Source list, Info Record, Tax conditions, Purchase Requisition, Quotation, Purchase Orders, Outline Agreements, Release Procedures, Purchase information records as well as Sourcing Administration.
* Providing technical inputs & engineering support to the team from conception to completion of the product & conducting **Gap Analysis**, Assess Scope of studies and suggest solutions.
* Managing Procurement of imported components, Plan schedules - monthly / weekly / daily, Track supplies, take decisions for expediting / delaying supplies, monitor fluctuations in requirement at customer model level.
* Expertise in carrying out the procurement activities like (Component Costing, Process costing, cost comparison report ,supplier selection, **Supplier Quality Audits** depends upon cost & quality) **computerized purchase system** (**SAP ECC 7.1**) & day to day co-ordination with accounts, planning, sales & production department, Quality and clearing all internal & external audit queries.
* Developing alternate / new vendors as part of substitution and on cost reduction efforts & & upgrade vendors on basic like Quality, Cost, Delivery, with long-term relationship.
* Developed new supplier for components like Sheet metal , Moulding/plastics, Rubber, Casting & Forging, Electrical wires, PCBs, LEDs, Silver / tips, Fasteners, Springs & other indigenous components etc. and Manage Records like(**PFMEA, Process chart, PPAP, Value Engineering activity reports**, Cost Comparison reports, MIS Reports) for use in the execution of responsibilities.
* Partnerships with local & abroad suppliers managing day-to-day, weekly, monthly or quarterly & yearly supplier performance to ensure meeting of service, cost, delivery and quality norms.
* Monitoring the vendor quality rating to assess their performance & reducing the pull items to zero in KANBAN on line (i.e. JIT system) with supply chain.
* Ensuring on time delivery from the **vendors & logistics availability** and adherence of materials as per production at right first time and on time delivery.
* Part of OPEX Team also having knowledge of SFDB and SRM champion part of ABB global saving project especially in LCC countries.

**Professional Achievements:**

* **OTD attained up to 90% by regular follow-ups** with the principal vendors and third parties and status regularly (weekly) updated in standard formats.
* To reduce 0.5% - 1% inventory value for import items for existing average value. Inventory levels achieved by utilizing the dead stock after deep consulting with the related departments.
* Developed significant portion of imported materials indigenously in the local markets.
* Reduced the damagers charges incurred on the company during custom clearances with involvement of affiliates.
* Cost reduction 5-10% every year (Indigenous for imports items).

**Duration: April 2007 – March 2008**

**Company Name: BHP Infrastructure**

**Post: Asst. Manager-Procurement**

The BAZER range is largely based on American technologies and incorporates the very best components sourced from US and Europe. Our tradition is to provide our customers with the best value mix to deliver reliability at the lowest cost: **VALUE WITHOUT COMPROMISE**.

BAZER reflects over twenty years of excellence in offering crushing, screening and conveying equipment to mining, construction and cement industries. With over 1200 installations worldwide, we are dedicated towards our customers and committed to the performance and reliability of our equipment. Our manufacturing excellence has been recognized by various European OEMs for whom we manufacture tracked screening plants and crushers.

**Job Responsibilities:**

* Taking care of imports from different countries including UK, Germany, Italy, China and Canada.
* Taking care of Master Data involving Material Master, Vendor Master, Source list, Info Record, Tax conditions, Purchase Requisition, Quotation, Purchase Orders, Outline Agreements, Release Procedures, Purchase information records as well as Sourcing Administration.
* Providing technical inputs & engineering support to the team from conception to completion of the product & conducting Gap Analysis, Assess Scope of studies and suggest solutions.
* Managing Procurement of imported components, Plan schedules - monthly / weekly / daily, Track supplies, take decisions for expediting / delaying supplies, monitor fluctuations in requirement at customer model level.

**Duration: September 2003 – June 2007**

**Company Name: C&S Electric Ltd**

**Post: Senior Engineer**

**C&S Electric Ltd**. is amongst the leading suppliers of electrical equipment in India and is India’s largest exporter of industrial switchgear. Its wide range of electrical and electronic products finds application in power generation, distribution, control, protection and final consumption. C&S Electric is amongst the top 4 players in the LV switchgear business & the market leader in the Power Busbar Business. In addition the company also has product offerings for MV switchgear, Energy Efficient Lighting solutions and Diesel Generating Sets. C&S Electric along with Solar EPC business also has an electrical contracting business which performs turnkey solutions for industrial and commercial electrification, substations and power plants. C&S Electric was also the 2nd company in India to design and execute a grid connected solar PV power plant in India.

The business operations of C&S Electric are divided in the following strategic business units (SBUs)

* **LV Switchgear  SBU**
* **Electronics SBU**
* **Power Busbar SBU**
* **Lighting & Wiring Accessories SBU**
* **Electrical EPC SBU**
* **Solar EPC SBU**

**Job Responsibilities:**

* Team leader for international outsourcing for development of Child Parts and final product.
* RoHS and Toxicity implementation in developing and regular products.
* Component and project costing for new products.
* Vendor development and looking after contract manufacturing product.
* Purchase follow-up with vendors for new project components.
* international purchase and dealing with lot of international groups like IDI China, IDI US, Electosola wire Malaysia, Metro wire US, Hrintan Moore US
* Plan the dispatches according the costumer requirement
* Co-ordinating the Kaizen activities in the plant from with every Department.
* Lowering the stock level by effectively controlling the inventories.
* Lowering the Air freights cost for the company.
* Incorporating with the customer regarding any type of commercial support.
* Poke-Yoke for new product development.
* FiFO for store activity.
* 7 Q C tool for corrective as well as preventive actions.