

## SHADAB

(Sr. Engineer: Material Management)

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### Seeking Sr. Engineer/Asst Manager role in Procurement & Electronics Sourcing || Supply Chain Management

#### PROFESSIONAL PREFACE:

- **Seasoned professional with 7+ years** in electronics procurement and supply chain management, specializing in strategic sourcing of diverse components globally, presently demonstrating expertise with **Genus Innovation Limited**
- Demonstrated history of working in the Electrical and Electronic manufacturing products like: **Energy Meter, Inverter, UPS, Solar, Battery management System (BMS) & EV charger Etc.**
- Facilitated cross-functional collaboration with engineering, production, quality assurance, and marketing teams for effective new development with end-to-end management of introduction processes, ensuring seamless integration from concept to production.
- Proven ability to manage the procurement process for both local and imported materials, with a focus on optimizing the supply chain for efficient production.
- Focused professional with proven competency in managing logistics and supply chain operations, proficient in negotiating favourable terms with vendors, implementing cost-saving strategies with effective quality control, and maintaining focus on inventory management.
- Utilized SAP MM module to enhance procurement operations, showcasing commitment to leveraging technology for efficiency.

#### KEY SKILLS (EXPERTISE)

Procurement Management | Purchase Management | Supply Chain Management | Stock Management  
| Payments Handling | Inventory Management | Strategic Planning | Cost Estimation and Control | Electronics  
Procurement | New Product Introduction (NPI) | New Part Development (NPD) | Vendor Management |  
Import /International Sourcing | Product Benchmarking

#### PROFESSIONAL PROFILE

**Designation:** Sr. Procurement Engineer

**Current Organization:** Genus Innovation Limited - Jaipur, Rajasthan

**Duration:** November 2020 to Present

**Industry Profile:** Genus (A Kailash Group Company) a leading manufacturer of **Inverters, UPS, Solar Panels, Batteries, EV chargers, Lithium-Ion & BMS (Battery management system) etc** US\$ 170 Million. Genus is equipped with state of art multi-location 06 manufacturing facilities in India. Genus is involved in the solar power projects business also. Genus is an integral part of the US\$ 400 million Kailash Group.

#### Key Result Area:

- **Electronics Procurement:** Lead and deep expertise in sourcing 500+ SKUs across all electronic and electromechanical components spanning 15+ categories: semiconductors (MOSFETs, diodes, transistors, ICs), passive components (capacitors, resistors, MLCC), microcontrollers and drivers, bare PCBs, display technologies (LEDs, LCDs), and electromechanical components (relays, fuses, MOVs, Berg strips, connectors).
- **Global Supply Chain Management:** Comprehensive management of end-to-end procurement operations with annual spend of ₹50+ Crore, encompassing both domestic (60%) and international (40%) sourcing channels. Proven capability in optimizing supply chain workflows to support lean manufacturing production requirements across 3+ SMT lines.
- **International Sourcing:** Established procurement networks across 7 countries including USA, Singapore, Hong Kong, China, Germany, Thailand, and Taiwan, managing 40+ international vendors. Expertise in navigating international trade compliance, customs regulations, and cross-border logistics with 95%+ on-time delivery performance.
- **New Product Introduction (NPI) & New Part Development (NPD):** Demonstrated expertise in the end-to-end process of developing new electronic and electromechanical components, from concept to production in collaboration with the R&D team.

- **Alternate Sourcing & Obsolete Management:** Strategic identification and qualification of alternative suppliers, achieving 92% conversion from single-source to multi-source suppliers across 300+ critical components. Proactive management of component obsolescence through lifecycle monitoring, redesign initiatives, and form-fit-function replacements, reducing EOL risks by 75%.
- **Vendor Management:** Skillful vendor selection based on credibility criteria, scoring, and project-based working as per marketing demand and production criticality.
- **Cost Reduction:** Proven track record in delivering ₹1.2+ Crore annual cost savings (2-5% of total spend) through strategic sourcing initiatives, value engineering, should-cost analysis, quarterly/annual price negotiations, and inventory optimization strategies. Executed the multiple benchmarking projects of the product and able to reduce the approx. 1.34% of overall average BOM price.
- **Negotiation Skills:** Proven ability to conduct comparative bids, negotiate with vendors, and secure favorable terms in the vendor selection process. Advanced negotiation capabilities demonstrated through 100+ competitive bidding processes annually, multi-tier supplier negotiations, and strategic long-term agreements. Consistent achievement of favourable commercial terms are extended to payment terms (45-90 days).
- **Production Planning:** Daily monitoring and synchronization of procurement schedules with production plans across 3 manufacturing facilities to ensure 98%+ material availability and manufacturing continuity. Proactive risk identification and mitigation preventing potential production disruptions annually.
- **Demand Forecasting & Supplier Collaboration:** Collaborative planning with 60+ suppliers through accurate 3-month rolling demand forecasts based on marketing projections and order pipelines. Implementation of VMI (Vendor Managed Inventory) and consignment strategies for 30+ high-volume components, improving forecast accuracy to 80-85%+.
- **Inventory & Working Capital Management:** Implementation of advanced inventory control methodologies including ABC Analysis, EOQ optimization, Safety stock, MTO & Runner parts, and Min-Max, systems for C-category items. Established VMI for 25+ high-volume components and consignment arrangements for critical assemblies. Reduced carrying costs, reduced inventory days from 67 to 59. Maintained the 98%+ material availability levels with working capital efficiency, reducing overall inventory value by ₹1.2 Crore.
- **SAP MM & MIS:** Proficient in maintaining Info records, Master Data Management, PDT lead times, PR to PO cycle issues, Rounding Profiles (SPQ), Safety Stock, HSN, LSMW, and generating MIS reports within the SAP MM module.

Last Organisation: Genus Power Infrastructure Limited.

Duration: Jan 2018 to Oct 2020

- Purchase the Electronics Meter Component (Local and Imports) of all electronic components like Passive Items (Chip Resistor, MELF Resistors, Wire Wound Resistors, Cable & Connectors, etc.)
- Cost-saving activities by alternate sourcing, negotiations, Manage Inventory Management.
- Daily monitoring of Procurement & Production plans to match Production Target.
- Maintaining Info records, Master Data Mgmt., PDT-Lead times in SAP, PR to PO Cycle issues, Rounding Profiles (SPQ), and Safety stock, HSN, LSMW in SAP MM module.
- Maintaining the MIS Reports, reports of SAP.

## ACADEMIA

- **B.TECH (Electrical Engineering):** Jagannath Gupta institute of Engineering and Technology, Jaipur (Affiliated from oRajasthan Technical University, Kota) with an aggregate of 71.43% in 2017.
- **Intermediate/+2:** Passed from RBSE Ajmer with 61.20% in 2013.
- **Matriculation:** Passed from RBSE Ajmer with 64.33% in 2011.

## TECHNICAL PROFICIENCIES

SAP MM Module | MS Excel | MS Office Suits | Google Workspace | Zoom | Windows | ChatGPT | Google Bard | Microsoft Bing | AI tools | internet applications.

## DECLARATION

A hard-working & talented individual, seeking a senior level position in a reputed organization where I can complement my skills and contribute in the most effective manner, which would synergize my skills and knowledge with the objectives of the organization. My prime goal is to understand the professional environment and capitalize on opportunities. Professionally I am looking for an opportunity that will help me utilize my skills.

Place: Jaipur

Date:

(Shadab)