

Beer Bahadur Singh
Procurement Manager
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Supply Chain - Procurement Transformation Leader

Executive Profile

Innovative, Multi-functional & versatile professional with 9 years of progressive well -rounded hands on experience in all facets of Supply Chain Management with diverse industries. I am passionate in creating excellence in "end to end " **Supply Chain Management** with deep focus in **Procurement, Strategic Sourcing, Logistics, Planning, Technology adaption, Contracting and Cost Performance**. Leads to challenge the status quo, is well versed in creating sustainable ecosystem, internal & external synergies, inspiring a culture of trust, integrity & accountability and dedicated to building a high performing motivated team aligning with the business.

Professional Experience

Rspl Limited, Gurugram

June 2016 to present.

(Procurement Manager & Electrical purchase head)

- Reporting to VP Procurement, chartered to partner with stakeholder to structure a corporate procurement team capable of delivering cost reduction & procurement efficiencies in the group having diversified vertical of Soap & Detergents (Ghari), Soda ash, Footwear (Red Chief) & Dairy Business (Namaste India). Leading a team of 9 person with annual spend of plus Rs.300 Cr.
- Successfully implemented vendor development programs including vendors training and vendor evolution.
- Study PR, BOQ specifications to workout material requirements & procurement all kinds of Electrical, Mechanical, Packaging & Raw material with updated technologies from national & international markets.
- Corporate procurement of all 30 plant requirement along with running EPC project & procuring HT/LT Panels (MCC, PCC, APFC etc), VRF/VRV System, DG Sets, Transformers, UPS, DBs, Cables & Wires, Cable tray, Compressor, Switchgears, Luminaries, RO, AC & all CAPEX & RM items.
- Obtaining quotations, price or contract negotiation & prepare the cost comparison sheet and finalized rate contract from supplier.
- Setting up the Daley, weekly, monthly & quarterly procurement plan as a team leader & Monitoring all procurement activities.
- Workout the costing and taxation of each item before placing the orders.
- Working with a leading FMCG industry as procurement Manager and taking care of plants, projects & operations related items.
- Analyze market and delivery systems in order to assess present and future material availability.
- Purchasing machines/capital items with improved technology to increase production.
- Planning and budgeting of purchase functions, involving cost estimation, contract negotiations & finalization of ARC, AMC of regular items, service.
- Monitoring quality of each items supplied by the vendors and replace the rejected material on FOC basis & resolving issue of internal customer.
- Liaison with the production department to maintain optimum inventory.
- Implementing systems to avoid situations like over-stocking or out-of-stock which cause production and financial losses.
- Developing reports on procurement and usage of material for top management.

Key strength Area

- Hard Core negotiation skill.
- Change Management.
- Material procurement P2P cycle.
- Process building & structuring.
- Specialization of Capex purchase.
- Project planning & procurement.
- Coaching, Mentoring & Team building, Team handling.
- Market Intelligence & Network building, managing peoples.
- High analytical, decision making & strategy building skill.
- Budget, Cash Flow Management.
- Capex, Opex & RM purchase.
- Costing, Negotiation, RFQ, QCS.
- PR to PO conversion, ARC, AMC.
- Vendor development, evolution & relationship management.
- Cost Out Activities & Avoidance.
- Performance management.
- Liaison & Coordination
- Mail writing, PowerPoint, MS office, Excel, Word, Google drive .
- SAP S/4HANA P2P Cycle (MM) XEPTA, ERP, Logic knowledge.
- Capex, EPC, Solar & Metro project procurement, planning, Costing & billing and documentation.
- Time Management, Expediting.
- Collaboration & Team work.
- Product and service knowledge.
- Ariba e-Auction for CBA.
- Flexibility & Adaptability.
- Creativity & problem solving.
- Inventory Management.
- Passion, Persistence & Honesty.

Language known

English, Hindi & Regional.

For Vendor Development:

- Effective management of vendor database and development of new vendors.
- ABC classification of vendors on the basis of criteria like cost, quality, timely delivery etc.
- Conducting trainings for vendors to educate them about company's requirements and help them in improving their performance.
- Evaluating vendors & negotiating the price, delivery schedule and terms and conditions with them.
- Timely clearance of payments & handling vendor inquiries.

SAP Competencies:

- Extensive experience in SAP with good exposure in materials Modules
- Implementation of SAP,MM,PM.
- Resolve the SAP related issue.
- Creation of PR,PO,GRN,DC,RFQ QCS,ARC,AMC,Material/Vendor code, Material Master, BOM on SAP.
- Inventory management –Goods Receive (MIGO), Goods issue, Transfer posting, Stock transfers.
- Manage Different Material in a uniform manner in accordance with company's requirement.
- Performed Material Requirements Planning (MRP), Material availability check and Converted planned Order.

Education qualification: B.Tech (Electronics & communication) 74 % aggregate in 2011,from RGTU Bhopal & PGDM(SCM) from Symbiosis Pune.

Hobbies : Swimming, Traveling, Playing Watching movies ,Meeting with people.

Jakson Limited ,Noida: June 2013 to 2016
(Sr.Procurement Executive profile)

- Study BOQ/BOM & specifications to workout material requirements.
- EPC and SOLAR Project purchase within approved budget and procurement of all kinds of Electrical, Mechanical items (DG, Panel,Cable tray,UPS,Battery,CRCA sheet,Terminal support,Switchgear, conduit, jb, switch & socket, wire & cable, transformer, Solar Modules, Solar structure etc.) from OEM or authorized dealer.
- Obtaining quotations, price negotiation & prepare the QCS and taking approval (Like technical & commercial) from respective person.
- Workout the costing and taxation of each item before placing the orders, PR to PO conversion, Logistics, Vendor development etc.
- Prepare work contract with EPC & Solar contractor and process bill.
- Plan & arrange materials on time with best quality & price.

Crompton Greaves Mandideep June 2011 to2013
(GET,Purchase Engineer profile)

- Procurement of all kinds of Electrical, Mechanical & Transformer manufacturing material like CRGO,LV & H.V.bushing, OLTC,RTCC, hardware, CU strip ,AVR,OTI/WTI,MOG breather, insulating material.
- Workout the costing and taxation of each item before placing the orders.
- PR to PO conversion, PPC,BOM,Material control, Inventory management.
- Development of alternative local sources for imported materials.

- Projects handled :(Procurement, Planning & Contracting)**
- Soap & Detergent Plant (Patna Bihar)
 - Ghariwash Plant (Jhansi U.P.)
 - Soap& Detergent Plant Expansion (Bidar Karnataka)
 - HCD (Pro-ease) Expansion (Gr.Noida U.P.)
 - Salt Plant (Nawa Rajasthan)
 - Soda ash plant fully automation (Kuranga Gujarat)
 - Soap& Detergent Plant (Jhansi U.P.)
 - Electrical EPC project (Kochi Metro,Amajon,IIM kashipur,C-17 etc)
 - 20 MW Solar project Punjab,10 mw Solar project Lalit pur etc.

- Major Achievement :**
- **In Rspl Limited :Transformation, SAP Implementation,Cost saving 3.6 CR** as per LPP & avoidance over 3 year,Team building, Timely project procurement with high saving ,Developing new vendor for CAPEX or OPEX items, Making ARC/AMC for regular items, New system building & approx 1.5 CR saving for using non moving items and inventory control.
 - **In Jakson Limited : Cost saving 90 Lakh** through high negotiation & new vendor development in 3 year and approx. 2 CR saving for using dad inventory & sock transfer for project materials,& developing new vendor & contractor for EPC & Solar project for timely execution of project.

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