
Devesh Jain

Purchase & Development

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SKILLS

Strategic Planning

- Strategic planning for procurement, vendor rationalization, global sourcing, capacity planning at suppliers' end keeping future volume in focus.
- Quality improvements, inspiring suppliers to go for ISO/TS certification, motivating team members for TQM methodology of working, effectively using ERP, budgeting and monitoring variance vis a vis budget.

Purchase

- Procurement of components like sintered, tubular, sheet metal, turned, aluminium castings, forgings, paints, springs, rubber and plastic parts etc. for shock absorbers.
- Implementation of various purchasing systems for cost-effective buying e.g. introduction of MIS to capture data, purchase budget versus actual budget, inventory trends, fund management, advances to suppliers.
- Techno-commercial negotiations, inventory management, supply chain management, stores management and logistics management for incoming and outgoing materials.
- Well versed with SAP MM module.

Vendor Development

- Adept at developing and establishing quality conscious and cost-effective vendors for timely procurement of components and raw material.
- Built an expansive network of vendors and contacts relevant to the auto industry at a pan India level.
- Coordinating with vendors for detailing them on quality requirements and finalizing quality plans.
- Developing alternate vendor sources for cost-effective procurement & optimizing inventory.
- Commercial and technical settlement with suppliers.

Costing, Value Engineering & Cost Reduction

- Generating costing based on customer specified norms and reducing that over time.
- Revisiting costing through First Principle Costing route.
- Revisiting manufacturing processes.
- Revisiting technical specifications.
- Motivating and involving people to adopt new and cost-effective alternatives.

Soft Skills

- Effective communicator across all channels (verbal, written and electronic).
- Highly persuasive outlook to bring all involved parties on board.
- Natural team leader who drives the team together as one.
- Anticipate risks and blockers in advance and planning effectively to mitigate them.
- Problem solving through getting at the root cause rather than superficial and temporary measures.

EXPERIENCE

Stallion Shox, Noida - *Assistant Engineer (Materials)*

1990 - 1992

- Planning and procurement of components for shock absorbers.

Munjal Showa, Gurgaon, Manesar & Haridwar - *Assistant General Manager (Materials)*

1992 - 2015

- Oversaw the materials teams across all plants and introduced contingency planning, risk management and an overall aggressive high performance culture.
- Raw material cost reduction and elimination of shortage hours.
- Vendor certification (ISO/TS system).
- Developed new vendors, both domestic and abroad (China).
- Price increases and improving profitability through efficient interaction and dealing with customers (Hero, HMSI, Honda Cars, Maruti).

EDUCATION

G.B. Pant Polytechnic, Delhi - *Diploma in Mechanical Engineering*

1988

Delhi University, Delhi - *B.A. in Arts*

1995

Annamalai University, Tamil Nadu - *Post Graduate Diploma in
Materials Management*

2007