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India

Rajiv Sharma

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|  | Total Experience 20 Years |
| Job Experience | July 2012 to Till date CTC 16.0 Lac / AnnumManager Corporate Purchase/ RPC( Minda Industries ltd. ) ManesarThe group turnover is Rs 5000 Crores Sourcing of Aluminum ADC 12 , ADC 1, ADC 6, AC2B from South East Asia & Africa ( From Thailand , Malaysia , Vietnam ), Getting Good Cost Saving .  Good Expertise in Die Casting , Dies , Sheet metal Components & Sourcing of Moulds from Korea and Thailand .  Leveling & process improvement activities at Vendors. Sourcing and developments of components for Manesar & Bangalore region & extending corporate support in Purchasing across the group. Strategic sourcing of raw material Like CRC , HRC from China & India  Creating Vendor base in South Region ( Bangalore) & at Nalagarh  Well versatile in dealing with Plastic , Die castings ,Hardware & wire Harness Vendors .  Experience in buying of Capital ,consumable, tooling , maintenance and project related items.  Taking active part in Training of Supplier & building relations .  Legal contracts and compliance policies in Purchasing activities .  Initiating various Projects related to Cost Reduction activities .  Alternate Sourcing and handling Critical issues related to supplies and cost . Framing & Implementation of policies & techno commercial issues .Leading the team & setting targets for team MembersMay 2010 to June 2012 CTC 9.5 Lac / AnnumSr Manager Sourcing & Developments ( Engine Components & Sheet metal components)( Rockman Industries ) Manesar ( GurgoanIt is hero Group company having tournover of 1800 Crores Floated by Mr Brij mohan Lal Munjal.Looking after sourcing & development Costing & supplies Coordination with management for project work Framing & Implementation of policies & techno commercial issues .Managing team & setting targets for team members Supporting management in crisis by developing alternate supplies  Good network in Automobile Industry . 2007 ( Sepember – April 2010 )Asst Manager( Section Head) – Developments ( Engine ) **( Honda Motorcycles & Scooters Ltd ) Manesar ( Gurgoan )**   * Looking after development of whole Engine * **Looking after team of Four persons & 25 Vendors across India** * **Offloading of components to delegated suppliers** * **Carried out cost reduction of components** * Levelling of components for Activia , Eterno & shine Models * **All major developments for coming models Like**  ( KWFA , KWPA , KWSA ) Good Negotiations Skills , wide contacts & ability to motivate team . Result oriented performance . Achieve results in cost effective way **.** 2007 ( April ) – 2007 ( August) ( Buyer – Purchase / Parts Development)  **( Renault India ) at Mumbai.**  **Abought Group -Globally with Nissan they Rank 4th in Car sales**  Having Joint Venture with **Mahindra & Mahindra & Nissan of Japan** . **Product launched Logan .** Working for B 90 of Renault & X02A of Nissan upcoming Projects  * Development of Under body Castings , Pressure diecastings & Machining Components ., Part of power train project. * Policies , Vendor Agreements , LOI , Rate Settlements. * **Working on localization target .** * **Sourcing of components for domestic supplies for Logan & Nissan project** * **Undergone training at technical center Japan.**  2004 - 2007 ( Deputy Manager-Vendor Development**)**   * **Rico Auto Industries Ltd ,** Gurgoan is a global group   Having turn over of 1200 Crores , manufacturing facility at  Gurgoan, UK & USA . Manufacture ferrous & aluminium components for Hero Honda ,, Maruti , Ford & globally for Caterpillar , Ford USA , GM , Volva and 35gobal suplliers .   * **Looking after team of 5 people & 12 vendors present**   **Across India.**   * **Development of barke disks , Comp 268, Comp 270, flywheel , 365 components & oil pump & pressure die castings components..** * Looking independently in selection , costing of components & freezing of Vendors * **Instrumental in implementing SAP and selection of various MIS reports in coordination with IT team .** * Coordination with customers for development of new components and procuring of required raw material from different suppliers * Active part in various Vendor meets, customer meets , quality audits & supplier audits .   **1999– 2004 Hyundai Motor India Ltd**  Engineer – Materials ( Supply chain Management & sourcing )   * Looking after vendors for various issues related to product development , selection , costing and line setting * **Looked after development of Engine components , brake disk, drum, oil pump,fuel pump ,brake drum , ferrous & non ferrous components** * Well versatile with PPAP & quality requirements in developing the product . * Discussions with vendors regarding failed parts analysis and process modifications at vendor end * Insuring proper supplies directly to various dealers for critical components * **Worked closely with IT system for implementation of AS 400 system and various types of MIS reports** * **Development of Disk in record time of 6 months. Cost reduction up to 50 % from CKD** * Instrumental in setting up of line and selection of fixtures, gauges and product up gradation . * Carry out audits of vendors for various issues related to supplier quality , supplies and implementation of process. * **Raising of vendor debits and hence interacting with components manufacturers for sorting out warranty & technical iisues.** * Providing Initial feedback and helping technical team to issue circulars on modification of product improvement. * **Attended and resolved complaints for hydraulic locking , brake juddering and water entry into the ECM** * Coordination with Quality , technical team & vendors for process modification carried out from time to time . * Wide contacts , good relations with vendors spread in Asia Pacific region .   1996 - 1999 Daewoo Precision industries Ltd  Engineer – Vendor Development   * **Daewoo Precision Industries Ltd**., Noida U.P an Automobile Component (OE) Manufacture for Daewoo Motors India & Abroad. It is a JVC between “Daewoo Precision Industries LTD” Korea and “Rico Auto industries Ltd. “ Gurgaon * **Graduated Engineer Trainee** – Vendor Development * Jan 1998 Onwards Promoted to **Engineer**  - Responsible for * Development & localization of oil pump & Steering knuckle components * Coordination with various vendors as well with management for finalization of project requirements * **Selections of vendors , costing of components , setting up of process & PPAP activities & supplies** * Improvements at vendor end & monitoring the results * Developing Vendors for Sheet metal ( Tube components .) * Taking active parts in Quality presentations.. * **Good negotiations skills and ablity to develop good supplier** * Making budgets for Various kind of purchase * Worked with ERP system & hence finalisation of various formats for day to day reporting . |
| **Professional**  **Training** | Undergone **training in “Daewoo Precision Industries” in South Korea** for Oil Pump and Steering Knuckle Components. Attended various trainings in 5S, TPM activities , Kaizans ,Poke Yoke , advance capacity plans , Kan Ban , IT systems , basic and advance training for santro , accent & sonota models .Trainings on Organizational behavior, Employee satisfactions .  **Attendant trainings at Paris in France for Cost reductions & Vendor Management skills .** |
| Education | * BE in Mechanical Engineering from SIT Tumkur Karnataka (Bangalore University) Passed out in 1996 * Diploma in Buisness Management from Amity school Noida |
| Personal Information | * Martial status: Married * Nationality : Indian * Date of Birth: 02. 02.1974. |
| Interests | Reading, Listening Music, Driving. |