**SHARAD CHANDRA GUPTA** ✆ + 91 9811841207

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**TECHNO COMMERCIAL / SUPPLY CHAIN MANAGEMENT PROFESSIONAL**

*Strong credentials in generating cost advantage for the organization with strategic planning, Procurement & execution skills*



**PROFILE**

* Competent, diligent & result oriented professional, offering **over 23+ years** of experience across **Purchase & Procurement, Material** **Management, Vendor Development, Budgeting & Forecasting, Cost Control, Inventory Management, Team Management and Liaison & Coordination;** Currently working as **Head – Supply Chain** with **M/s M&M Machine Crafts(P) Ltd,Gurgaon**
* Adept at analyzing material requirement, negotiating with the suppliers for price & payment terms and delivery; pivotal in developing vendors and negotiating for procuring essential items at competitive prices. Demonstrated functional excellence in **drawing procurement plans, review & finalization, work orders of supply and developing vendors** to build stable supply streams for uninterrupted support to production lines. Well versed with implementing **ERP System and SAP in Purchase Department.**
* Proven acumen to formulating and implementing **effective Procurement Strategies and Policies to achieve optimum cost of goods and services streamlining the overall procurement functions** within the required time, budget and quality standards. Determine appropriate end-to-end processes and tools needed to achieve development, delivery, reliability and availability goals.
* Effective planner and a hard negotiator with proven record of generating substantial advantage in procurement costs. Expert in deriving remarkable economy by judicious management of materials logistics.



**CAREER GLIMPSE**

**M/s M&M Machine Crafts (P) Ltd,Gurgaon Apr’16 –Till Date**

***Senior Manager – Supply Chain***

* *Responsible for procurement of Raw Material to meet Customer Requirement*
* *Responsible for Inventory Management and Logistics.*
* *Alternate sourcing.*
* *Development of New BOP*
* *Procurement Planning*

**M/S TIRUPATI MARKETING LTD MANASER, GURGAON Dec’13 –Mar’ 16**

***A.G.M – Supply Chain***

* Efficiently providing support for Procurement services including documentation to ensure compliance with regulatory requirements.
* Playing an important role in framing strategic plans for effective operations roll out and diligently monitor the deviations from the developed plans and ensure delivery within the defined turnaround time.
* Deftly developing and implementing major procurement strategies and purchase schedules thereby ensuring accomplishment of organizational objectives while handling procurement with a team.
* Preparing strong and reliable MIS reports to streamline material management, Cost Savings, Vendor Quality Assurance operations for facilitating the decision making process and liaison with Management.
* Developing and Implementing innovative sourcing strategies to ensure continuous availability for operations till alternative sourcing are made.
* Assessing the performance of the vendors based on various criteria such as percentage for, rejections, quality improvement rate, timely delivery, credit terms etc. Conducting cost analysis for Cost Rationalization.
* Developing and maintaining healthy and cooperative working environment within organization by assisting and coordinating with others time to time to ensure smooth flow of business operations; responsible for formulation of individual KRAs and performance matrices.
* Planning, implementing and rationalizing processes to minimize direct and indirect costs of the organization.
* Providing leadership to a team of materials executives /staff and monitoring their activities to extract highest level of performance delivery

***Selected Accomplishments***

* *Achieved cost saving of Rs 15 Lacs in 2014- 2015 through reduction of Scrap*
* *Minimize the Pending order of Rs 4.2 Crore to 50 lacs through improvement in Productivity*
* *Achieved Reduction in Logistic Cost of Rs 4 Lac in 2014-2015*
* *Attained savings of Rs 18 lacs in 2014-2015 through Utilization of Scrap*
* *Implemented the system and Procedure in Plant*
* *Achieved Reduction of Inventory of 50 lacs i.e from 2 crore to 1.5 lacs*
* *Instrumental in clearing all old rejected material*

**M/S SKH METALS LTD MANASER, GURGAON Nov’08 - Dec’13**

***Senior Manager – Supply Chain***

* *Successfully handled procurement/Inventory Management/Logistic*
* *Successfully executed Kaizen Activity as a Group Leader.*
* *Achieved Cost Saving trough Localization of imported part of Rs 1crore p.a*
* *Achieved cost saving through Alternate Sourcing of Rs 80 Lac p.a*
* *Consolidation of Vendor Base from 75 to 50*
* *Implementation of SAP in Purchase Dept*
* *System/Procedure implementation in Supply Chain*
* *Instrumental in increasing Productivity through Alternate Sourcing*
* *Achieved Cost Saving of Rs 20 Lacs through Scrap Utilization*

**M/S JAY BHARAT MARUTI LTD., GURGAON Dec’03 - Nov’08**

***Assistant Manager - (Material Department)***

* *Successfully executed Kaizen Activity as a Group Leader.*
* *Achieved Cost saving through VA/VE of Rs 60 Lacs p.a*
* *Achieved Cost Saving through Blank Size Reduction of Rs 75 Lacs*

**M/S DANTAL HYDRAULICS LTD., GURGAON Dec’95 - Nov’03**

***Engineer - Vendor Development & Purchase***

* *Successfully implemented ERP in Purchase Department*
* *Implementation of Systems/Procedure in Dept.*
* *Achieved cost saving of Rs 80 Lacs p.a through VA/VE*
* *Achieved cost saving of 30 lacs p.a through Alternate Sourcing*

**M/S MINDA INDUSTRIES LTD., DELHI Jul’93 - Dec’95**

***Junior Engineer – Purchase***



**ACADEMIA**

**Graduate Diploma in Material Management, 2001**, Indian Institute of Material Management, Bangalore

**Diploma in Mechanical Engineering (Production Engineering), 1993**, U.P. Board of Technical Education Lucknow

**Professional Enhancement Trainings Attained**

* Internal Auditing for ISO 9001& QS 9000
* VA/VE and Cost Reduction
* Team Building
* 5s and Kaizen
* ISO/TS- 16949: 2002

**IT Skills** – SAP, MS Office, Operating Systems & Internet Applications



**Date of Birth**: 26th June 1970

**Location : Gurgaon**