**Jainesh Sharma**

**Cell:** 09810813300  **E-mail:** jaineshsharma@gmail.com

***Experience Summery***

* **Seeking Senior Level Assignments in Purchase Management, Strategic Sourcing, Procurement, Vendor Development and Global Sourcing with an organisation of repute.**
* **Hand on experience of 16+ Yrs in all Purchase / Material & Sourcing functions.**
* **Heading whole Purchase, Store & Transportation team for unit.**
* **Experience in handling direct & indirect material procurement along with Consumables, Commodities, Capex / MRO procurement, Logistics, Imports etc.**
* **Experience in manufacturing units, OEM, Auto/ Sheet metal industries.**
* **Experience of working in corporate office as well as in units.**
* **Finalize Purchase SOP’s and Strategies along with audit compliance.**
* **Executed 5 Special assignments – Outbound transportation finalization for Rs 100 Cr, Vendor Reco for all 6 BILT India units, Purchase audit for OPM purchase team as per SOP, Handled Inventory Reduction for whole plant , Handled Cost reduction project.**

***Professional Profile***

* An Engineering Graduate (Mechanical Engineer) with approx. 16+ years of experience in all Purchase fields- unit capex, consumables, chemicals, MRO, services, contracts, auctions, scrap & asset disposal etc.
* Experience of working in corporate Purchase as well as Unit Purchase.
* Worked as Head (Purchase + Stores + Transportation) for 2 BILT units in 4 Yrs.
* Handled assignment as Head Logistics & Global Sourcing Head-Imported MRO Procurement-for all 6 BILT India units at BILT corporate office, Gurgaon.
* Handled unit capex procurement, consumables, chemicals, MRO, services, contracts, scrap etc. for unit & multi-units.
* Handled APV of US$ 43 M for domestic and global sourcing.
* Capable of handling big team and multi units.
* F**unctional expertise in Direct & Indirect purchases, AMC’s, Capex Purchase, vendor development with compliance of various quality measures.**
* Effective communicators with excellent negotiation skills, strong leadership qualities, possess a flexible & result oriented attitude with analytical skills.

***Core Competencies***

*Purchase Management & Vendor Development*

* Involved in purchase of Capex equipment, BOP parts, Raw material, Chemicals, Fuel, Consumables, Packaging Items, Machinery Spares –indigenous & overseas, Maintenance Spares, Annual Maintenance Contracts, Service Contracts, New part development , Tooling Development , Machinery & Equipment procurement , Sourcing consolidations, Timely Project implementation & IT products.
* Handled team of **20** subordinates which includes purchase team, store team & transportation team.
* Incorporate Strategic sourcing where so ever applicable & final Negotiation & decision making for settling the price for all unit/commodities purchase.
* Scrap sale agreements & asset disposal activities.
* Monitoring effective procurement schedules along with finalising the technical specifications of the materials/equipment/machinery.

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***Career Highlights***

***Since Sept’16 with Sunbeam Auto as DGM Purchase***

Sunbeam Auto is India’s biggest aluminium die cast company having 3 plants in India

* Undertaking project of cost savings through standardization of tools, annual negotiations with suppliers, alternate vendor selection.
* Responsible for all Capital purchase for all 3 plants. Handled Purchase of Capital Assets of US$ 3 M with saving of US$ 0.48M from Europe, Asia & US.
* Commodity Head for brake Shoe business of US$ 7 M.
* Developing new vendors & interacting with customers for streamlining the supplies.
* Responsible for tool procurement & critical BOP.
* Strategical planner & SPOC for Inventory Reduction for whole plant.
* Handling cost reduction projects for all 3 plants by strategic sourcing.

***From June’10-Aug’16 with BILT as Head- Purchase***

Worked as Head- Purchase / Stores/ Transportation in BILT units for 4 yrs - Yamunanagar unit & Orissa unit. Also worked as Commodity Head in Corporate office in Gurgaon for 2 yrs . Handled commodities of annual purchase value of Rs 280 Cr. (150 Cr. Domestic & 130 Cr. imported) for all the 7 plants of BILT that is for all India units & Malaysia unit.

Ballarpur Industries Limited (BILT) is India's largest manufacturer of writing and printing (W&P) paper. BILT and BGPPL have six manufacturing units across India. All unit’s have strength of 2000+.

Key Result Areas

* Final deciding authority for all Purchase activities for unit.
* Responsible for material availability for running plant.
* Vendor development activities for all commodities for domestic as well as imported material
* Vendor Audit to check their capabilities, capacities, sourcing, infrastructure & approach towards business for cost, quality, delivery & response to customers.
* Audit & SOP compliance.

Achievements till now

* Saved approx. Rs 20 Cr. in Commodity purchasing –Starches/Clay/Chemicals etc. with strategic sourcing and negotiations.
* Reduced railways demurrage charges from Rs 5 lac per month to zero.
* Developed many alternate vendors of chemical & MRO in India & abroad.

***From Oct’08-Jun’10 with India Yamaha Motor Private Limited***

Working as **Senior Manager (Purchase)** in India Yamaha Motor Private Limited (IYMPL)- 100% subsidiary of Yamaha Motors Ltd. (YMC) Japan. India Yamaha Motor Private Limited is a two wheeler company (OEM) manufacturing bikes at two sites, One in Greater Noida & other in Faridabad.

Yamaha have in house machine shop, welding shop, robotic welding, plastic & sheet metal paint shop, casting shop, tool room etc.

Primary job responsibility is to ensure indirect purchase, raw material purchase, BOP components, asset disposal & scrap etc. for both plants in India.

Key Result Areas

* Responsible for procurement of productive material & non-productive material for both plants.
* Responsible for procurement of raw material like Aluminium alloy, Nickel, Sheets, Tubes, Paints ,chemicals, etc. as per production plan.
* Responsible for finalising Scrap Sale annual contracts for both plants.
* Streamlined purchase of Paints for all models.

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*Achievements till now*

* Consolidation of vendors as per respective commodity & cost reduction on high annual purchase value parts by strategic sourcing.
* Implementation of raw material policies like tripartite agreement for casting vendors.

**From Dec’05-Oct’08 with Delphi Automotive Systems, Manesar -Gurgaon**

*Delphi Automotive Systems* is one of the 100 world’s fortune companies having more than 100 facilities all over the globe. In Gurgaon Plant, Delphi is producing wire harnesses .The main costumers are Maruti Udyog, Honda Motorcycle & Scooter India Pvt Ltd., Renault, Nissan, Tata, Fiat etc.

# Key Result Areas

* Responsible for procurement of all indirect material & BOP parts, machines & equipment from India & abroad.
* Responsible for finalising the annual contracts like Labour, Scrap, canteen etc.

*Achievements till now*

* Saving of approx. $20,000-$25,000 every month.

**From Sep’03-Dec’05 with with Rasandik Engineering Industries India Ltd. (R.E.I.L)**

* Worked as Sr. Engg-Technical Purchase (For both plants) from Aug.04 with *Rasandik*

*Engineering Industries India Ltd.*.

***Company’s Profile-***

Leading producers of Sheet Metal Components.The company has two manufacturing plants in Sohna (Gurgaon) & Surajpur (Greater Noida).

# Key Result Areas

* Worked in close co-ordination with various inhouse shops & second plant for timely dispatches.
* Established local vendors to purchase & rebuild imported parts in presses for both plants thereby ensuring significant cost reduction.
* Utilized the scrap from both the plants to develop small components from BOP vendors.
* Refurbishing non-operational CTL m/c into operational one.

**Aug’00-Sep’03 with Rational Business Corp. as Asst. Manager-Production.**

***Company’s Profile-***

One of the leading Convention units dealing in products such as Pre-printed & Blank Computer *Stationery, Sticky Pads, Photocopier paper etc.*

*Key Result Areas*

* Managed all DGS & D, Government & non-government inspections.
* Introduced usage of waste paper for the first shot trials thereby reducing the raw material wastage.

***Education***

* **B.E. (Mechanical)** from College of Engineering & Technology, Bathinda in the year 2000 (72% marks).Its regular degree course with admission in 2nd year after diploma via LEET test.
* Diploma (Mechanical) from Thapar Polytechnic, Patiala in the year 1997. (74% marks).

***Personal Details***

**Address :** # 855, First Floor, Sector 31 Gurgaon (Haryana)

**Permanent Address :** # 423, Phase-2, Urban Estate, Patiala (Punjab)

**Date of Birth :** 20 Mar’77

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