Curriculum Vitae

**DHEERAJ KUMAR**

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| **Present Organization** | SMC Corporation India Pvt Ltd, , A-4, sec-88, Phase-2, Noida. |
| **Working From** | Jan 2017. |
| **Total Experience** | 5-Years &11-months |
| **Nature of Experience** | Purchase/Vendor Development/Outsourcing |
| **Current Designation** | Engineer Vendor Development & Purchase |
| **Current CTC** | 6.00 LPA |
| **Expected CTC** | 8.00 LPA |
| **Previous Organizations** | 1:- Haco Machinery Pvt Ltd., Bawal ( Haryana)  2:- Naveen udyog , Gurgaon  3:- Swastik Auto Engineering, Gurgaon |
| **Worked Periods** | 1:- July 2016 to Dec 2016  2:- Jan 2015 to June 2016  3:- June 2013 to Dec 2014 |

**OBJECTIVE:**

To obtain a challenging career in the field of Mechanical Engineering, where I can utilize

My engineering skills to the best of my abilities and at the same time learn new emerging

Technologies with a professionally managed company fulfilling mutual requirements and to

Build a successful carrier in engineering.To work in management team for the growth of organization for which working.

**PROFESSIONAL SYNOPSIS:**

* **Over 5-Years &11-Months**of rich experience in the areas of sheet metal part development, cost analysis, price Evaluation of quotes, develop demand profile, sourcing events, supplier options, Vendor Development, new product development, achieves manufacturing excellence And some other techniques, cost control special projects and Initiatives & performOther Related duties as assigned.
* Currently working as a Engineer **Vendor Development &Purchase in SMC Corporation India Pvt Ltd , Noida., Since Jan 2017.**
* Adynamicgo-getterindrivingteameffortstowardsachievementoforganizational goals.
* Lead the sourcing of delegated project in aligned with category manager & project procurement manager guidance.
* Lead negotiations/Purchases and selection of suppliers/vendors for major items in the project.
* Reviewing monthly process orders in terms of machine direct labor hours material consumed and all other related costs such as product related cost, performing cost run for finished goods active auxiliary primary and secondary packaging material specifying the overhead cost .
* Understanding of standard product costing in a repetitive manufacturing environment.
* Actively engage with the business customer in defining optimal solutions.
* Prepare & release the Request for Quotation/Enquiry to the short listed vendors.
* Involved in creating and planning new production processes and assisting seniors in various projects.
* Assist of tools development (jigs, fixture, and gauges) for new development.

**CORE COMPETENCIES:**

**STRATEGIC &OPERATION PLANNING:**

* Understand requirements for major project procurement for the assigned items and provide inputs to project procurement manager in defining overall procurement strategy for the project.
* Align on project timelines and spend planning for the assigned items.
* Provide initial supplier options and time / spend estimates.
* Oversee preparation of project procurement plan for the assigned items
* Monitor technical & price evaluation of quotes.
* Lead negotiation and selection of suppliers for major items in the project
* Participate in routine project planning meetings.
* Coordinate supplier information / confirmation on the changes of drawings and technical details.

**EXECUTION & EXPENDITING:**

* Based on the category strategy, identify possible vendors from whom the required items can be sourced.
* Obtain offers from vendors, and prepare a comparative statement to aid in selection of vendors, optimization of price and other commercial terms.
* Develop Internal Cost Estimates for all respective category items.
* Participate in Commercial Negotiation Meetings with the short-listed vendors.
* Focus on usage of technological tools like auction and reverse auction to improve efficiency, bring down costs and improve transparency

**PRODUCT ANALYSIS & MODELING:**

* Analyze shape & features, dimensional characteristics, alternative manufacturing methods, work piece material, process flow modeling of all operations.
* Analysis of product cost and implementation of cost reduction methods

**MANUFATURING EXCELLENCE:**

* With a focus on production excellence by lean, helps in minimize costs, increase efficiency, improve quality, and deliver measurable improvements in all areas of manufacturing.

**STRATEGY ON INSOURCING/OUTSOURCING:**

* Focusing on overall corporate strategy, make key decisions such as which products to make in-house and which to buy & take into account competitive differentiators, the supply chain, target, cost structure, and sourcing options.

**COST MODELLING & ANALYSIS:**

* Cost estimation(zero base cost), deft know how of manufacturing processes of machining, & drawing commodities specially sheet metal , monitoring overall project target, status & cost, updating to management, market intelligence-raw material trends, processes, etc.
* Cost savings through alternate sourcing, process improvements.
* To track the current raw material rate in the market
* To eliminate the additional operating cost and identify alternate raw materials
* To implement action plan to reduce transportation/freight cost to reduce the cost incurred.

**N.P.D (New Product Development):**

* Proficient in new product developments in-house or at vendor end (PCB cards, sheet metal, machining parts),development of jigs, fixtures, gauges, preparation of Control plan/Dimensional inspection plan, prepare B.O.M process flow chart and quality assurance plan.(QAP)
* Performing PPAP documents completion for the New Parts developed.

**KEY ACHIEVEMENTS:**

* Development of ELECTRONIC PCB CARDS for training kits and other products
* Development of Sheet metal components for SPM’s.
* Development of new vendors for the Sheet metal components.
* New vendor search for the maintenance activity of building and plant machinery.

**VENDOR IDENTIFICATION AND DEVELOPMENT OF COMPONENT:-**

* To assist in planning for products, materials, quality and delivery standards
* To assist in developing potential suppliers according to the volume and critical items
* To coordinate in assessing the vendor capability on process, deliveries, quality and price,
* Order tools/components after ensuring the rate and usability in order to develop a strong vendor base.

**CAREER HIGHLIGHTS:**

* Previously worked as Engineer Vendor Development and purchase in HACO MACHINERY PRIVATE LIMITED, BAWAL From July-2016 to Dec-2016.
* **HACO MACHINERY PVT LTD.** European MNC which manufactures CNC press brake machine and sheet shearing machines. Haco machinery India is a subsidiary of HACO group

**COMPANY PROFILE:**

* SMC Corporation India Pvt Ltd is completely subsidiary of SMC Group of company having head Office and R& D center in JAPAN, and one of the leading manufacturers and suppliers ofvarious Pneumatic Automation Products, which are widely used in different industries . Owing to their high efficiency, durability and reliability, products are highly appreciated across the globe.**SMC** is having 3-manufacturing unit in India (2-Noida and 1-Chennai) and forth one is coming in Ahmedabad.

**REPORTING PERSON:**

* Deputy Manager – Purchase.

**FUNCTIONAL AREA in SMC:**

* Identification of Purchase requisition of Raw materials sheet panels.
* Asking for drawing from engineering department for indented parts.
* Costing of the Raw material parts as per Engineering drawing (Sheet metal Panel and machining parts).
* Involving with engineering team for BOM creation and part selection.
* Floating RFQ for indented items
* Asking for minimum three quotation for the standard or OEM parts.
* Price approval from management and releasing purchase order.
* Follow up with supplier for smooth delivery of material.
* Supplier grievance.
* Industrial Engineering /New Product Development/vendor Development as per requirement.
* Capex procurement.
* Strategic sourcing of engineering items.
* Preparing service order for t
* Performing cost saving projects.

**JOB PROFILE:**

* Purchases /New Product Development.
* Vendor Development.

**IT:**

* ERP Oracle based.
* MS Excel
* Power point

**TRAININGS EVENTS:**

* Quality: QMS.
* Operation Excellence management system.
* 7- QC tools for problem Solving
* Negotiation Skills

**TECHNICAL QUALIFICATION:**

* B.Tech.-Mechanical ,Passed in 2013 from Lingaya’s University, Faridabad with 82.00%

**ACADEMIC QUALIFICATION:**

* 10th H.B.S.E from R.V.M high school Gurgaon with 78.50 % .
* 12thH.B.S.E.fromJ.J sr. sec school Gurgaon, with 81.2 %.

**SELF ASSETS:**

* Ability to re-adjust in any work situation, team spirit creativity.
* Ability to work in multi-cultural atmosphere.
* Attitude to share information,
* Ability to Learn and understand new things very quickly,
* Ability to read opponents minds while negotiating.

**PERSONAL PROFILE:**

**Father’s Name** : Mr. Hari Kishan

**Date of Birth** : 15 June 1991

**Languages Known** : English, Hindi.

**Marital Status** : Married

**Permanent Address**  : Jagdamba dairy, Gali no:-2, Ravi Nagar, Basai Raod, .Gurugram (Haryana).

**DATE:**

**PLACE:**

**(DHEERAJ KUMAR)**