

TURBOSU MITRA

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PROCUREMENT/SCM/LOGISTICS/BUSINESS HEAD/ACCT.RCVBLS/P&L OWNERSHIP

Experience in driving critical assignments across the career with proven success in ensuring optimum results

PROFILE SUMMARY

- 10 yrs + experience in procurement, supply chain,P&L management, Building Business units/functions from scratch, Building lean operational model for effective operations and cost saving,Account Receivables, Operations Optimization & Automation, Materials/Service/Manpower Management
- Vendor development and network designing for Pan India supply of Capital Items, Furnitures, White Goods, F&V, Perishable Items, Room Supplies, Furnishing & Linen, Service contracts with AMC
- Proven expertise in negotiating and concluding procurement contracts on the most advantageous terms. Adept in conceptualizing and implementing cost reduction measures to contain expenditure within approved budgetary parameters.
- Business Head for an Event and Activities ticketing platform managing all functions with a team of 20 people
- Head of the Account Receivables Function of 30 + Team members managing vendor onboarding, invoicing and Collections.
- An effective team leader, trainer and motivator and facilitator with fine-tuned analytical, coordination and resource balancing skills.

CORE COMPETENCIES

Purchase & Procurement (Buyer)	AMC	Manpower Recruitment & Management
Logistics-Fwd + Reverse & Warehousing	Capex + Opex + R&M	Account Receivables & Collection
Supply Chain Management	Negotiation	Vendor Onboarding & Invoicing
Statutory & Legal Compliances	Vendor Development & Mgmt	P&L Ownership

ORGANISATIONAL EXPERIENCE

AVP-Procurement & Supply Chain, Scholar Alley Pvt Ltd (Oxfordcaps)

Apr' 19 - Present

- Heading the PAN India execution of Capex ,FFE, room supplies, furnishings, Interior/Exterior Branding
- Coordinating with Projects & Operation teams to fulfil the requirement within specified time limit and budget.
- Designing the Distribution network for optimizing Pan India supplies pertaining to forward and reverse logistics, warehousing.
- Building the service eco system pertaining to food , housekeeping, security and Wi-Fi.

Head Procurement/AR/Business Head, Ruptub Solutions Pvt Ltd. (Treebo)

Oct'15-Mar2019

➤ Events High

- Driving new business alliances & partnerships to support growth objectives both in terms of new supply acquisition and supply activation through various campaigns
- Planning and execution on monthly and quarterly plans to grow user base and manage marketing budgets
- Building a strong support team with defined SLAs and TAT to support supply and demand side.

➤ Partner Support

- Set up the entire distribution network across Pan India which comprised building lean & effective distribution/logistics across 8 major cities of India
- Built a sustainable and economical eco system for all Hotel Partners for all Materials and Service Related requirements of Hotels across Pan India (Ranging from FFEs ,Capital goods, Operational Goods, Operational Services for Hotels. Financial Loan Services).

- Ideated and launched a special program for Hotel Managers across India which included Recruitment , Onboarding, Training & Career Development of the managers to ensure better service quality output in the Hotel network, Scaled this program to 7x in a span of 6 months.

➤ Account Receivables

- Handling more than 2000 corporates and leading a team of 30 people .
- Reduced the company level DSO by 100 % in a period of 9 months.
- Deployed an advanced AR tool for better tracking and monitoring of outstanding debtors.
- Streamlined the invoicing process and reduced the timeline for Invoice generation by almost 80%.
- Created a robust credit risk analysis for new and existing customers to reduce company risk .
- Deployed a detailed training module on the soft aspects ,behaviour and traits for all collection executives.

Manager-Procurement and SCM, The Indian Hotels Company Ltd(Taj Group)

Jun' 10

Sep' 15

- Worked on key contracts for the Hotels in the regions ranging from Capex, FF&E, Operational Supplies, F&B Supplies, F&V , Perishables, Services and AMC's in Delhi/NCR, Agra, Chandigarh, J&K, Karnataka.
- Built the Pan India 3PL Project for fast moving and critical items to ensure smoother supply and less inventory cost
- Handling import consignments ,negotiating on rates ,finalizing the payment and Inco terms along with
- proper use of licenses, liasoning with CHA's and Freight Forwarders

Assistant Systems Engineer, Tata Consultancy Services

Aug'05 Jun'08

- Capturing the functional knowledge and developing the same business logic in the system through ORACLE of an Insurance based project of Hawaii.
- Was responsible for the backend development of key modules of the project using PLSQL.
- Module Leader to coordinate activities among team members to ensure a timely and error free delivery

ACADEMIC DETAILS

- PGDM -Marketing & Operations from IMT Ghaziabad 2008-10
- B. Tech- Electrical Engineering from National Institute of Technology (NIT), Allahabad 2005 batch

Languages Known: English, Hindi & Bengali

Present Address: U-59/20-21, U Block, DLF Phase 3, Sector 24, Nathupur, Gurgaon – 122002

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