

RAYMOND SPENALY

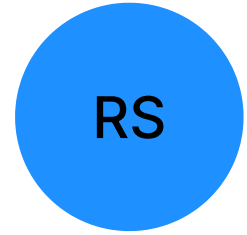
Procurement Manager

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Bahrain



EXPERIENCE

Purchasing & Procurement Manager

M.C.M. Maintenance Centre Malta Ltd

02/2022 - Present Malta

- Managed procurement activities for aircraft parts, tools, and services with a focus on quality and compliance.
- Negotiated contracts with suppliers, achieving cost savings and favorable terms.
- Implemented inventory management systems, optimizing stock levels and reducing lead times.
- Oversaw purchasing of aircraft components, ensuring adherence to aviation regulations and quality standards.
- Implemented cost-saving initiatives, resulting in a 10% reduction in procurement costs.
- Coordinated with Maintenance and Engineering teams for the evaluation and qualification of new suppliers.

Supply Chain & Procurement Manager

The Trust Oilfield and Heavy Equipment LLC

03/2019 - 01/2022 Oman

- Managed end-to-end supply chain operations for oilfield equipment and heavy machinery, overseeing a \$150M annual budget.
- Developed and implemented sourcing strategies, resulting in a 25% cost reductions.
- Led a team of 10 supply chain and procurement professionals, providing mentorship, training, and performance evaluations.
- Oversaw procurement of heavy equipment and spare parts, ensuring compliance with industry standards and specifications.
- Coordinated with Logistics and Operations teams to streamline supply chain processes and improve efficiency.
- Implemented cost-saving initiatives, resulting in a 15% reduction in procurement costs.

Purchasing & Procurement Manager

V corp traders Pvt LTD

01/2015 - 02/2019 India

- Managed procurement activities for construction materials, equipment, and services with a focus on quality and cost optimizations.
- Negotiated contracts with suppliers and subcontractors, achieving cost savings and favorable terms.
- Coordinated with Project Managers and Site Engineers to align procurement activities with project timelines and requirements.
- Managed supplier relationships, resolving issues and ensuring timely delivery of products and services.
- Coordinated with Engineering and Design teams for the evaluation and qualification of new suppliers.
- Implemented cost-saving initiatives, resulting in a 12% reduction in procurement costs.

SUMMARY

Responsible, Enthusiastic Procurement & Supply Chain Manager role is my proven ability to drive strategic initiatives that deliver tangible results. With my comprehensive understanding of procurement processes, supply chain management, and industry trends, I excel in optimizing operations, reducing costs, and enhancing efficiency while maintaining a focus on quality and compliance. My strong leadership skills, collaborative approach, and commitment to continuous improvement enable me to effectively manage cross-functional teams, build strong supplier relationships, and align procurement strategies with business objectives to drive sustainable growth and success for the organization

LANGUAGES

English
Proficient



Malayalam
Native



Hindi
Proficient



SKILLS

Autocad

Solid works

Tally

Procurify

Microsoft

TRAINING / COURSES

Sales and Marketing

Supply Chain and Procurement

EXPERIENCE

Design and Procurement engineer

Prospect Engineering Works Pvt Ltd

10/2012 - 11/2014 India

- Designed and developed mould parts, press tools, jig and fixtures, and machineries using CAD software.
- Managed procurement activities for specialized components, materials, and equipment.
- Developed and maintained relationships with suppliers to ensure timely delivery and quality of products.
- Conducted cost analysis and negotiated pricing with suppliers to achieve cost savings.
- Coordinated with Production and Quality assurance teams to ensure design specifications and quality standards are met.
- Implemented cost-saving initiatives that resulted in a 20% reduction in overall supply chain costs within the first year.
- Negotiated long-term contracts with key suppliers, achieving cost reductions of up to 15% on annual spend
- Developed and maintained strategic relationships with top suppliers, improving supplier performance and reliability.
- Implemented a risk management framework to identify and mitigate supply chain risks, ensuring business continuity and resilience.
- Collaborated with cross-functional teams, including Finance, Operations, Sales, and Logistics, to align procurement and supply chain strategies with business objectives.
- Engaged with senior management to provide regular updates on procurement and supply chain performance, cost savings, and risk mitigation strategies.

EDUCATION

Bachelor of Business Management

Bharathiyar University

03/2013 - 03/2016 Tamil Nadu, India

Diploma in Tool & Die Making

NTTF

03/2009 - 03/2012 Kerala, India

Higher Secondary Computer Science

St. Josephs Higher Secondary School

03/2007 - 02/2009 Kerala, India

- Business Management and Development
- Computer Science
- Procurement and Supply Chain
- Tool and die design and Manufacturing

ACHIEVEMENTS



Cost Saving and Supplier Relation

"I take immense pride in successfully implementing cost-saving initiatives that resulted in a 15% reduction in procurement costs, generating annual savings of \$15 million for AirTech Aviation. Through strategic sourcing, supplier negotiations, and cross-functional collaboration, I was able to optimize our supply chain operations and enhance the overall efficiency of our procurement processes. This achievement not only contributed significantly to the company's bottom line but also strengthened our relationships with key suppliers and improved our operational capabilities. It's rewarding to know that my efforts have made a tangible impact on the success and competitiveness of our organization in the dynamic and challenging landscape of the aircraft industry."



What are you most proud of?

Why are you proud of this achievement?