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EXECUTIVE SUMMARY

Result-driven Strategic Sourcing and Procurement Professional with almost 30 years in different procurement roles in a corporate and continuous manufacturing environment. Regional leader responsible for sourcing \$ 30 million of materials used by Guardian's glass manufacturing operations in Africa, the Middle East, India and Asia (Thailand).

ACHIEVEMENTS

Local Sourcing – Led a regional procurement strategy focused on local sourcing for major materials resulting in annual savings amounting to USD 2 million per annum

Supplier Relationship– Strong relationships built with suppliers helped mitigate potential risk to the tune of USD 1 million as well as potential damage to brand image by suppliers agreeing for process equipment change without any financial impact to Guardian

Team building- Identified and developed a motivated team of 3 procurement leads from diverse backgrounds capable of working independently

Procurement process Review- Lead Procurement process reviews that resulted in improved procurement process efficiency in the region and eliminating reporting errors

Working capital reduction: Improved DPO by 40% by renegotiating payment terms and reducing inventory of raw materials

Improving material availability (OTIF) – Identified and eliminated elements in the sourcing and procurement processes hindering timely availability of materials

Supplier quality improvement – Increased supplier reliability by implementing formal supplier selection and supplier improvement processes including Supplier Quality Audits

Wastage reduction – Reduced vessel unloading handling loss to a new benchmark of 0.5% resulting in savings of USD 250K per annum for Bulk Soda Ash discharge at port

Reduced Bulk Vessel Discharge Time – Reviewed the process for off-loading bulk shipments and implemented improvements with stevedores, transporters and the port authority pushing increase in discharge efficiency resulting in receiving discharge credit (dispatch) of almost USD 400K from the supplier over 3 years.

Cost Reduction – Negotiated regional wood crate packaging cost resulting in a spend reduction of USD 1 million per annum

Inventory Control – Set up a procedure for codification of spares and engineering items (MRO) to ensure codifications a per prescribed norms supported by an approval system to control items to be classified as perpetual inventory

Operational Continuity – Successfully ensured operational continuity of all plants in the region by anticipating COVID 19 Lockdowns, ban on cross border transit and Curfews resulting in uninterrupted availability of all Raw Materials

Recognition

- Received recognition from the Corporate Compliance and Ethics department for following laid down procedures in all dealings with competitors and Government agencies

- Received Corporate recognition for the implemented procurement process reviews and the supplier corrective action process
- Recognized for my contribution as a team member of the global team responsible for formulating the process and procedure for supplier assessments and framing of the supplier assessment questionnaire

EXPERIENCE

Guardian Industries Corp. Auburn Hills, Mi. USA

May 2007 – May 2020

Privately held Guardian Industries is the fourth largest architectural glass manufacturer in the world with sales of over \$3 Billion USD per year.

M/s. Guardian Glass Holdings SPC

Location: Bahrain

Regional Manager – Sourcing and Procurement

July 2015 – Current

- Directly Responsible for Sourcing and Procurement of Mineral Raw Materials for Glass (Silica sand, Dolomite, Limestone, Feldspar, Iron Oxide), Raw Glass and Packaging (\$ 30 Million annual spend) for the AMEIA region consisting of 6 plants in 5 countries
- Continuously developed strategies and implemented Projects leading to development of alternate supplies and ensuring consistent material availability
- Led a cross functional team consisting of SME's from operations, logistics, and quality control to evaluate sourcing "bets" to effectively deliver value to the organization
- Leveraged tools like **Ariba Sourcing and Ariba Contract Management** to drive savings and improve profitability
- Planned and executed supplier Quality Audits, and if necessary verified corrective actions for closure of the audit process
- Analyzed spends and category performance using enterprise analytical tools '**Power Bi**'
- Negotiated with legal assistance binding agreements to ensure consistent supplies and set clear expectations from Suppliers
- Ensured legal and statutory **Compliance** in all aspects.
- Mentored a Regional procurement team of 11 individuals consisting of Sub regional Managers and Buyers across the region to ensure knowledge and experience is shared
- On-site Periodic reviews of all plant procurement systems and procedures, recommending corrective actions
- Developed regional KPI's and monitored the same
- Key Regional coordinator for global, regional and local stake holders
- Worked with the Regional Financial Planning team by providing forecasted costs for the Annual operating plan.

GUARDIAN Ras Al-Khaimah

Location UAE

Purchasing Manager

Feb 2012- Jun 2015

- Directly managed the plant Purchasing team of 3 Purchasing Executives and 2 stores operators
- Defined and monitored KPI's (DPO, DIO, spend per FTE, etc) and quality objectives to formulate meaningful strategies for commercial negotiations and inventory control
- Improved procurement cycle time by setting up efficient and compliant procurement process
- On boarded and carried out functional training for new recruits on the team
- Identified and Evaluated alternate sources for high ticket items and forwarded recommendations to operations
- Set up of Engineering stores (including codification of items). Streamlined Stores operations
- Core member of the plant's annual Goal setting committee that defined annual goals

Purchasing Executive

May 2007- Jan 2012

Hired to help establish Procurement operation in a new plant. I arrived during construction and was part of the team that identified new suppliers and set up all processes and procedures

- Set up local Vendor base and Vendor selection since the plant was new to the location
- Developed the Perpetual Inventory Management process that ensuring that there are no stock out situation for maintenance spares and Consumables
- Import and clearance of Bulk as well as Containerized Raw Materials and LCL shipments of Engineering Spares. Liaising with **Customs**, Ministry of economy and other federal entities for statutory compliances, duty exemptions, duty refunds, etc
- Managed Annual as well as short term contracts which included invitation of offers, scrutinizing offers along with requisitioning department, negotiations & finalization of contractor.
- System administration and training for Guardian's proprietary Procurement software. Includes responsibility of setting up of Users, Suppliers, Items, Supply terms and Payment terms in the system
- Internal Auditor ISO 9001-2008 after formal Corporate training and certification.

INOX AIR PRODUCTS LTD **Asst. Manager -Purchasing**

Location - India
Feb 2007- May 2007

- Set up Local Vendor base; Establish Purchasing Policy
- Ensuring compliance to set procedures through regular scrutiny of records
- Procurement of spares & consumables for the plant
- Co-ordinating between Plant & import department at Head office for imported Material

ASAHI INDIA GLASS LTD **Sr. Officer -Materials**

Location - India
Apr 2004- Jan 2007

- **Budgeting** for raw materials and monitoring on a monthly basis for compliance with Budget.
- Floating of Tenders/enquiries for supply, transportation of Fuels and Raw Materials
- Conducted **e-auction** for freight Contracts
- MIS data Collation and presentation required by top management for Strategic decision making
- Departmental level administrator for the Materials Management module of Oracle 11i system (ERP)
- Liased with government agencies for obtaining required licenses
- Member of the core group for implementation of ISO 9001-2000 and Subsequent certification.

Jr. Officer -Materials

Apr 1999- Mar 2004

- Ensuring smooth flow of procurement process from finalization of Contracts to delivery of material at the plant at the right price, of the right quality, the right quantity and at the right time.
- Preparing comparisons, Negotiations; recommendation of suppliers and Transporters
- Planning procurement of all Raw materials based on production plan. Daily tracking of stocks, material in Transit. Maintaining Minimum levels of inventory as per the policy of the company
- Co-ordinating with internal and external stakeholders to ensure uninterrupted availability of material for production and smooth Flow from Sourcing to Payment.
- Procurement of Laboratory and Furnace related materials

Purchasing Assistant

Jul 1998- Mar 1999

Lab Technician

Aug 1994- Jun 1998

MBS HYGIENE PRODUCTS
Lab Supervisor

Location - India
Jul 1990- Jul 1994

ACADEMIC QUALIFICATIONS

B. Sc (Chemistry)	:	Mumbai University
PG Diploma in Management Studies	:	Mumbai University
PG Diploma in Materials Management	:	Welinkars Institute Mumbai

LANGUAGE SKILLS

English, Hindi, Marathi, Konkani

PERSONAL DATA

Date of Birth	:	5 th September 1968
Nationality	:	Indian
Passport No.	:	Z 2425052 Valid up to 22 nd March 2026
Driving License	:	India, Bahrain and UAE
Hobbies	:	Travelling, Hiking