



VIKASH KUMAR RAI

Assistant Manager – Procurement (5-yrs)

Experienced Procurement, Purchase, and Supply Chain Manager with expertise in global procurement, logistics, inventory management, and contract negotiations. Skilled in ensuring timely delivery and operational readiness for Indian naval operations and the defense civil aviation sectors. Proficient in ERP systems and IT solutions, with a strong focus on vendor management, supplier negotiations, and cost optimization.

STAR –AIR Ghodawat Enterprises Pvt. Ltd.

[July 24] – Present

- Leading the SCM team for the airline, defense, and MRO (Maintenance, Repair, and Overhaul) sectors, ensuring seamless supply chain operations to support both commercial and defense aviation projects.
- Handling RFQ Floatation, CSQ Creation, and Comparative Analysis.
- Global Procurement and Strategy- Extensive experience in sourcing and procuring materials, components, and services from international suppliers for civil defense aviation projects. Ensured compliance with global procurement standards and regulations specific to the aviation industry.
- Execution, Monitoring, Assessment, Evaluation, and Control of Procure-to-Pay (P2P) Process Cycle.
- Contract Management and Negotiations-Managed contracts with suppliers, ensuring that terms and conditions are favorable, risks are minimized, and compliance with civil defense aviation standards is maintained. This includes managing contract lifecycle from drafting to execution and renewal
- Supplier Negotiations: Expert in negotiating with suppliers to optimize costs, enhance delivery timelines, and ensure the procurement of high-quality materials and services
- Purchasing: Managed the purchasing process, ensuring that all purchases meet the strict requirements , from sourcing to final delivery and integration into operational systems.
- Order Management: Track and manage open purchase order . Ensure timely delivery of materials to support manufacturing schedule .
- Inventory management: Work with the inventory management team to optimize stock levels, reduce waste and manage obsolete or excess inventory .
- New Vendor Development: Identified and developed relationships with new vendors capable of meeting the specialized needs . This includes assessing potential vendors' capabilities, certifications, and compliance with aviation industry standards.
- Expertise in Aviation ERP Software like ENGRAV EMQIM , MRO , SAP MM .
- Reporting and Analysis: Provide regular reports on procurement metrics such as savings achieved , supplier performance and lead times .

Indian Navy (Officer)[Dec 19] – [April 24]

Experience(4.4yrs)

- Supply Chain Management: Planning, coordinating, and overseeing the movement of personnel, equipment, and supplies to support naval operations. This involves ensuring that the right resources are available at the right place and time.
- Inventory Management: Managing the inventory of supplies, spare parts, and equipment to ensure adequate stock levels while minimizing excess inventory and associated costs.
- Procurement: Overseeing the procurement process, including identifying requirements, sourcing suppliers, negotiating contracts, and ensuring timely delivery of goods and services.

- +91 8328048857

- vikaskumarrai05@gmail.com

- <https://www.linkedin.com/in/vikas-rai-489780213/>

- Yaprak, SEC-BAD

EDUCATION

- **Bachelor Of Technology (ECE)**

2015-2019-71 %

JNTU (Hyderabad)

- 12th –Kendriya Vidyalaya 2014-2015

- 10th –Kendriya Vidyalaya 2012-2013

EXPERTISE

- Vendor Management
- Stakeholder Engagement
- Procurement Management
- RFQ/RFP Handling
- Cost Management
- Leadership
- Strategic Planning
- Project Management
- SCRUM
- AGILE
- Ms. Excel
- JIRA
- ERP Systems

CERTIFICATIONS

- JIRA FOR AGILE (UDEMY)
- PMP (Simplilearn)
- CSM – Certified Scrum Master

LANGUAGE

- English
- Hindi
- Telugu

- **Transportation and Distribution:** Coordinating the transportation and distribution of materials, equipment, and personnel using various modes of transport, such as ships, aircraft, and land vehicles.
- **Maintenance Support:** Providing logistics support for the maintenance and repair of naval vessels, aircraft, and other equipment to ensure operational readiness.
- **Financial Management:** Managing budgets and financial resources allocated for logistics operations, tracking expenditures, and ensuring cost-effective logistics solutions.
- **Coordinated transportation activities** to ensure on-time delivery of products while minimizing shipping costs.
- **Organized training programs** to develop staff competencies in various aspects of supply chain management, enhancing team capabilities and expertise levels.
- **Personnel Support:** Providing logistical support for naval personnel, including managing their welfare, accommodation, and other support services.
- **Risk Management:** Identifying potential risks to logistics operations and developing strategies to mitigate risks and ensure continuity of supply.
- **Documentation and Record-keeping:** Maintaining accurate records of logistics activities, transactions, and inventory levels to facilitate decision-making and audit trails.
- **Compliance and Regulations:** Ensuring compliance with relevant regulations, policies, and procedures governing logistics operations within the Indian Navy.

Project

Comprehensive Repair and Re-installation of Naval Gun Mount System

- Spearheaded the logistics and supply chain management for the repair and re-installation of a critical gun mount system aboard a naval vessel to ensure operational readiness and combat effectiveness.
- Collaborated closely with naval personnel, technicians, and suppliers to coordinate the timely procurement and delivery of necessary components, ensuring adherence to strict quality and safety standards.
- Conducted thorough assessments to diagnose malfunctioning components and structural integrity issues, determining supply chain requirements for replacement parts and materials.
- Developed a detailed logistics plan, outlining procurement schedules, vendor selection, and transportation logistics, while adhering to maritime regulations and military specifications.
- Coordinated with external vendors and logistics teams to expedite the procurement of specialized components and equipment, minimizing downtime and ensuring seamless execution of repair activities.
- Managed the disassembly, repair, and reassembly phases by directing a team of technicians and contractors, providing logistical support and technical guidance to ensure precision and quality workmanship.
- Implemented rigorous testing and validation protocols, coordinating the supply and transportation of necessary equipment for live-fire tests and simulations to verify proper functionality and performance under operational conditions.
- Successfully restored the functionality and operational readiness of the gun mount system, enhancing the combat capabilities of the naval vessel. The project was completed ahead of schedule and within budget, demonstrating efficient supply chain and logistics management that contributed to the overall mission readiness and combat effectiveness of the naval fleet.