



GIRISH. R. BHATKAL

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Preferred Location-Mumbai

SENIOR MANAGERIAL PROFESSIONAL Procurement Operations / Global Sourcing/Logistics

Supply chain professional with relevant experience across multiple domains with focus on strategy & profitability

PROFILE SUMMARY

- A strategist and result-oriented professional with **nearly 16 years** of experience in Supply chain Operations
- Planning, organizing and controlling all requisite activities such as sourcing, techno - commercial evaluation, negotiation, inbound logistics & delivery, inventory management, supplier performance cum evaluation recommendation, contracting, inspection, expediting & tracking, reporting & payment processing
- Rendered active support to facilitate product development to increase productivity & ensuring consistent quality and quantity taking into account the volatility of the market
- Experienced in setting up of control & executing process for monitoring of all OPEX related activities, thereby regulating cost and ensuring timely execution of projects
- Acquired extensive multi-cultural exposure, excellent communication and interpersonal skills, coupled with strong analytical, problem-solving & organizational capabilities

CORE COMPETENCIES

- | | | |
|--|-------------------------------------|------------------------------|
| - Supporting Global Procurement Strategy | - Supply Chain Management/Logistics | - Cost Optimization |
| - Techno-commercial Operations | - Global Sourcing Initiatives | - Project Management |
| - CAPEX Procurement & Warehousing | - Inventory management | - Team Building & Leadership |

NOTABLE ACCOMPLISHMENTS ACROSS THE CAREER

- Packaging 30% reduction in Yearly spend by New Design, Sourcing new vendor, and Contributed in lowering lead time by 7 days
- Major contribution in implementing new document – “Terms & Conditions of Purchase” for the Indian entity at Semperit
- Led the project for selection & implementation of ERP solution for Procurement & Stores as per Business needs of local entity at Semperit
- Enabled effectiveness of Working capital by bringing down total stock by 7% of total yearly spend with extension of Payment terms
- Active contribution as a team member for implementation of Shop Floor Control in existing MRP tool for realtime tracking of variance, lowering provisions, efficient working capital & real time procure-to-production at Godrej Construction
- Inventory Management - setting up of effective processes to control, regulate OPEX & track consumption wrt cost centers & lower inventory
- Majorly reduced the cases of transit damage by new design, clauses & implemented new measures for handling
- Played a major role in:
 - Taking initiatives to standardize a range of products with details in technical terms including preparation of specifications
 - Merit in managing & assisting a big enquiry of IIT Biotech, Chennai of 50 Million right from enquiry stage till project completion
 - Taking a breakthrough order from IOCL by offering close to their stringent requests & offering best competitive pricing

ORGANIZATIONAL EXPERIENCE

Prins castings & forgings - Manager (Procurement, Warehouse & Logistics) – Metallurgical industry-Export/Sourcing
Mar'20– Feb '24

Roles:

- Procurement :
 - a. Assisting sourcing of castings, forgings from suppliers across the country
 - b. Improving Supplier engagement by means of audit & supplier assessment
 - c. Developing and maintaining cost model tools to track and implement category cost changes with respect to economic & commodity market trends

- d. Pursuing optimum cost component solutions to optimize overall category spend and challenge suppliers to do the same. Ensuring contractual benefits are maximized. Managing the implementation and manifestation of such solutions into the final price
 - e. Supporting the development procedure from die design to prototype to sample
 - f. Identification of new potential vendors as per guidelines of Global Netherlands
- Warehousing & Logistics:
 - a. Managing the flow of goods especially dies and samples in the warehouse cum testing center
 - b. Managing & consolidating export shipments to our central Warehouses in Europe
 - c. Managing and mitigating material supply chain liabilities within the framework of established contracts.
 - d. Nominating optimum freight forwarders regionwise to support business needs & challenges

Sempertrans India Pvt. Ltd., Mumbai/Roha - Head Purchase & Stores (Rubber/Polymer & Plastic Industry)
Jan'14 – Dec '18

Roles:

- Administering various functions such as:
 - Import purchases, commercial contracts pertaining to packaging and investment goods & services
 - All local procurement activities and compliance of Group procurement guidelines, policies, procedures and processes
 - Internal & supplier quality audits, supplier assessment & sustainability as per Group internal guidelines
- Steering capital expenditures (CAPEX) and professional services entailing preparation & aligning strategies, risk assessments, governance guidelines and policies, tendering, contract preparation, procurement management & planning, benefit savings, bid evaluations, supplier negotiations, vendor selection and approvals
- Assisting business in areas of exports by means of pricing, packaging & sourcing of right material and timely reporting of raw material trends to support local business & timely reporting to the Central Procurement Cell at Vienna
- Supervising budgeting & forecasting along with issuance of monthly rolling forecast for crucial raw materials to support Business
- Managing of OPEX purchase cum services & optimisation of it by means of grouping, standardisation(lowering types-makes & minimising Vendor base), AMC's, ARC's, spend categorisation
- Supporting & aligning with Global procurement with different global leaders & lead buyers/commodity managers and developing vendors in order to improve quality, cost & service
- Spearheading inventory, inbound logistics, warehousing and stores as per fluctuating business requirements to facilitate Working capital situation
- Developing cost effective & quality of wide variety of packaging material required for the finished goods
- Continuous engagement & knowledge sharing with internal customers, lead buyers based at other sites to share best practices, market news/trends
- Managed Outbound Logistics & Freight contracts for the Finished goods

Highlights :

- Delivered multiple cost saving worth INR 36 Million 2015-2016 through specification optimizations / alternate source, new vendor development , best cost location sourcing and jobwork
- Received the Value Award for 2016 in recognition of proactive working & supporting Business by adhering to business targets & deadlines
- Strategically increased the average credit period from raw material contribution from 30 days to 75 days in 3 years
- Successfully headed a smooth & fast implementation of new ERP

Hamilton Scientific Pvt. Ltd. (Earlier a Division of Thermo Fisher) - Assistant Manager (Projects)
Jul'11 – Dec'13

Roles:

- Supervised the finalization of several MEP vendors & contractors for executing turnkey projects
- Identified new vendors & contractors to execute jobs of Interiors, Electrical, Plumbing, HVAC-Exhaust, Security-Surveillance & made to order Fabricated Engineering items
- Assessed & reviewed the performance of vendors & contractors and managing the purchase of Imported accessories, bought outs and maintaining proper stock
- Interfaced with factories & OEMs based in US, China & India for delivery of product within the stipulated time of the project
- Sustained a sound database of vendors & contractors depending upon the nature of job
- Rendered required assistance with respect to commercial aspects/costing/sourcing in case of bidding for huge projects & competitive tenders
- Explored better & local sourcing options in place of imported products with the help of LCCS strategy monitoring project cost
- Provided assistance in project completion in terms of local items & jobworks
- Executing best practices, providing assistance in bringing standardisation, sourcing best cost location & long term

contracts with OEMs and developing business

PREVIOUS EXPERIENCE

Godrej & Boyce Mfg. Co. Ltd., Mumbai (Construction Division & Furniture and Interio Division-FIG) Jul'05 – Apr'11
Growth Path
Construction division -
Apr'08 – Apr'11: Deputy Manager (Procurement) - Ready Mix Concrete,
Apr'06 – Mar'08: Senior Executive (Purchase) - Laboratory Furniture (FIG Division)
Jul'05 – Mar'06: Senior Executive (Estimation & Order Fulfillment – Customer service management)

Roles:

As Deputy Manager (Procurement)

- Developed & implemented sourcing strategy for materials & contracts for smooth operation as per laid down corporate policy
- Responsible for overall procurement functions and Procure to Pay cycle of raw material s, OPEX for all distributed sites in Mumbai & Pune and supporting CAPEX spend
- Negotiated & managed contracts for Lease of Construction Machinery & Equipments (Pumps, JCBs) & Logistics Services (Transit Mixers, Dumpers)
- Supervised costs down for materials under scope by studying on drivers like cost & etc. & effective negotiation
- Administered various functions like Product Improvement, Vendor development, Rate Analysis, Cost Management. Supported business expansion by active participation in development of new sites.
- Supported Finance & thereby Business by timely providing Raw material provisions, variances. Also responsible for monitoring spend as per cost center

As Senior Executive (Purchase)

- Spearheaded purchase functions for raw materials, bought-outs, contract manufacturing, inter-plant purchases, transfer pricing including minor job works (HVAC, Civil) for projects
- Oversaw timely deliveries & active lead-support in new vendor/product development
- Steered the onus of inventory for effective running of production

Tecnik Fluid Controls, Mumbai as Consultant & Estimation Engineer Mar'05 – Jul'05
Dealers & Representatives for Imported Instrumentation Products like all Types of Valves, pre-regulators and Steam Traps

ACADEMIC DETAILS

- **MBA (Supply Chain Management/Operations)** from ICFAI University, Mumbai in 2010
- **B.E. (Mechanical)** from Parshvarnath C.O.E, Mumbai University, Mumbai in 2004

Other Courses

- Completed Basic course in Export-Import Management in 2011
- Advanced Diploma course in Piping Design-General procedures (ASME 31.3) from Suvidya Classes, Mumbai in 2006

ACADEMIC PROJECT

Title: Study & Design of Plate Fin Type and Tube Fin Type Heat Exchanger
Course: B.E. (Mechanical)
Period: 2000-2004

IT SKILLS

- MS Office, MS Project-2000, CAD/CAM - AutoCAD, Pro-E & ANYS & MRP-Baan and ERP
- Hobbies – Reading books on self development, personal mastery & psychology

Date of Birth: 20th July 1982
Languages Known: English, Hindi, Marathi, Kannada and Konkani
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