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Proficiency Matrix

GLOBAL & INLAND SOURCING

- Request for quotation/Bids/RFP's/RFI
- Research & evaluate market trends
- Pre-Qualification for new suppliers
- Commercial bid evaluation and cost analysis
- Total cost of ownership (TCO)
- Total cost of acquisition (TCA)
- Finalization of purchase agreements
- Implement cost saving strategies
- Procurement & negotiation strategies
- Pre-Post contract conflict resolution
- Risk assessment on long lead items
- INCOTERMS 2010 / 2020
- Vendor performance evaluation (KPI)
- Vendor management & E-Procurement
- Service agreement formulation (SLA)
- ABG, PBG, LC & Promissory notes
- Procurement procedures and P2P process
- Implementation of ERP Oracle 9.1 JDE
- CAPEX and OPEX budgets
- Inventory analysis & Materials management
- Estimation support for project biddings

Computer Skill's:

- Oracle 9.1 JD Edwards
- SAP MM Module
- MS excel & MS office
- Microsoft Dynamic Navision

Certification from American Purchasing Society-USA:

- Certified Purchasing Profnl Manager (CPPM)
- Certified Purchasing Professional (CPP)
- CIPS, UK (On going)

Country visited for official purpose:

- USA, Spain, Mexico, Barbados & Bangladesh



Current Address:

Discovery Garden, Jebel Ali, Dubai
UAE.

Seeking middle level assignments for PROCUREMENT ENGINEER role with company synonymous with high levels of professionalism and global repute.

PROFESSIONAL SYNOPSIS

↪ A competent **CPPM** certified, **CIPS**, engineering procurement professional with **09 year** of progressive experience in purely techno-commercial background gained in Procurement/Buying/E-Sourcing operations, RFQ/Bids/RFP, Commercial Comparison, Spend Analysis, Total Cost of Ownership, Contract formulation, Vendor Management & Risk Management.

↪ Experience in purchasing Oil & Gas/Energy/EPC/Projects package items and integrated systems, project services, materials, equipment / capital & expense items as per corporate global purchase policy and process guidelines for multi locations.

↪ Sound knowledge of EPC companies and contractors, Suppliers with sufficient exposure to ASME, API, DIN, ASTM, ANSI, NACE, IEC standards & relevant codes. etc.

↪ Ability to develop, negotiate and implement commercial contracts with suppliers, in timeframes required.

↪ Estimation of budget & adhering to the plans of Central Purchasing Department.

↪ Ability to negotiate and formulate customized material purchase and service orders.

↪ Resourceful in ensuring suppliers meet service, cost, delivery and quality expectations as well as providing outstanding value in product technology.

↪ Deft in coordinating commercial documents like ABG, PBG, SBLC, LC, Promissory Notes, etc.

↪ Proficient in supervising & controlling the logistics processes & services at vendors end & providing valuable suggestions for efficiency enhancement.

↪ Rich experience in coordinating entire dispatch operations, freight management, dealing & shipments, customer clearing agents, freight forwarders.

- ↳ Rich experience in manufacturing expediting and vendor mill visits.
- ↳ Showed competency in handling all correspondences relating to vendors, pricing, shipments (incoming), freight (air/sea), transport, insurance, delivery and storage.
- ↳ Excellent communication skills with vendors & team on purchasing problems, transportation, receiving materials, invoicing problems and processes.
- ↳ Possesses interpersonal, analytical & negotiation skills with track record of achieving numerous cost savings during the career span.

PROFESSIONAL EXPERIENCE

Dec'20 – Till Date **Procurement Engineer – Corporate Division,**
Air Liquide Middle East and North Africa, Dubai, UAE

A world leader in gases, technologies and services for Industry and Health, Air Liquide is present in 78 countries with approximately 64,500 employees and serves more than 3.8 million customers and patients. Oxygen, nitrogen and hydrogen are essential small molecules for life, matter and energy.

Role and Responsibilities:

- *Develop, lead & execute strategic sourcing, negotiation, procurement, vendor management and contract award activities for various regional services.*
- *Partner with stakeholders to ensure clear requirements documentation.*
- *Responsible for indirect procurement required for regional head office.*
- *Responsible for Order Placement, Services and Supplier Performance.*
- *Formulation & issuance of **Purchase Order and Service Orders**.*
- ***Vendor management** through request for information (**RFI's**), Pre-qualifications (**PQS**), Implement key performance indicators (**KPI's**), vendor ranking system implementation to **monitor & improve vendor performance**.*
- *Adhering to purchasing budget and **ensuring to save cost** to the best level by negotiations and reaching out to suppliers.*
- *Prepare commercial bid evaluation, Total cost of ownership (**TCO**) and Total cost of acquisition (**TCA**).*
- *Assess, manage and mitigate risks.*
- *Monitor and forecast upcoming levels of demand.*
- *Seek and partner with reliable vendors/suppliers.*
- *Coordinating with team for critical requirement along with HR and finance.*
- *Ensure problems are identified on a timely basis and appropriate corrective action plans are developed to allow resolution, participate in resolving disputes and performance issue.*
- *Issue Purchase orders through **Microsoft Dynamics NAV 2018** for procurement cycle.*

Significant Recent Accomplishment:

- *Achieved **612K AED savings** on car rental fleet by implementing long term strategic agreement.*
- *Successfully re-negotiated existing contracts which led to following savings:*
 - 1) *Relocation Services – Achieved **7.5% annual cost savings**.*
 - 2) *Mobile Service Plans – Achieved annual **5% annual cost** on corporate plan.*
 - 3) *Office supply Agreement – Achieved **24% annual cost savings**.*
 - 4) *Documentation Certification Agreement – Achieved **20% annual cost savings**.*
 - 5) *Annual maintenance contracts: Achieved*
- *Achieved Approx **300K AED savings** in new office facility modification tendering.*
- *Implemented standard **30 days credit term** for all contract & Annual Maintenance Contracts to avoid cash or advance payments transactions.*

Dec'14–Nov'20 **Procurement Engineer – EMEA Supply Chain,**
APR Energy FZE, Dubai, UAE.

APR Energy provides cost-efficient reliable electricity, on a fast-track basis, anywhere in the world. APR leverage state-of-the-art technology and industry-leading expertise to provide utility and industrial customers with fuel-efficient turnkey plants that are rapidly deployed, customizable, and scalable. APR Energy own fleet of GE Turbine & Power Module/Generators.

Role and Responsibilities:

- Responsible for group-wide strategic global sourcing, negotiation, procurement, vendor management and logistic coordination for various EMEA project installation and plants.
- Responsible for procurement of direct and indirect materials required for the completion of the assigned project.
- Responsible for **vendor management system** (RFI's, Pre-qualification, Key performance Indicators and Vendor database optimization based on KPI's ranking).
- Review **vendor pre-qualification** documents like Quality certifications, Legal documents, Vendor profile, Past project execution history, Financial status, Facilities vendor own & Customer reference list.
- Prepare commercial bid evaluation, Total cost of ownership (**TCO**) and Total cost of acquisition (**TCA**).
- Maintain approved vendor list (**AVL**) approx. 140 vendors for critical procurement.
- Development and maintenance of project procurement plan covering all procurement and subcontracts activities
- Purchasing materials based on plants requirements for all EMEA regional plants and forecasting of consumable items for EMEA operational plants
- Responsible for Order Placement, Supply/Demand Alignment, Material Replenishment and Supplier Performance.
- Formulation & issuance of **Purchase Order and Service Orders** for Inventory items and monitoring delivery times.
- Adhering to purchasing budget and **ensuring to save cost** to the best level by negotiations and reaching out to global vendors, manufacturers and development of alternative products.
- Register vendors on **ARIBA system** for **E-Procurement** activities.
- Coordinating with plant operation team for critical material requirement along with logistics, finance and engineering.
- Ensure problems are identified on a timely basis and appropriate corrective action plans are developed to allow resolution, participate in resolving disputes, claims and performance issue.
- Maintain adequate stock level at Dubai Warehouse Inventory to satisfy all EMEA plant's needs.
- Mentoring EMEA supply chain coordinators on **Oracle 9.1 JD Edwards** for procurement cycle.

Significant Accomplishment from APR Tenure:

- Successfully led Procurement activities in **Bangladesh** for 300 Mega Watt Power Project installations with Approx. **1 million USD SAVINGS** to company through alternative local procurement strategies.
- Extensively visited APR corporate office based in **Jacksonville, Florida, USA** to get rigorous training in **Oracle 9.1 JD Edwards** for Procurement management and successful implementations in EMEA.
- Effectively implemented & trained sites on **ERP (Oracle 9.1 JDE)** on Procurement Policy and P2P cycle.
- Reduced purchasing CAPEX cost by **18%** in Engineering, Procurement and Construction (EPC) project in current tenure.
- Brought a 12% OPEX cost reduction in bought-out parts and high value maintenance spares through second sourcing.
- Maintain approved vendor list (**AVL**) approx. 140 vendors for different categories.
- Successfully led Procurement activities for **Mexico, Barbados & Bangladesh** power project sites.
- Visited **Gran Canary, Spain** to train Supply chain coordinators in BAG & TAG project and to get all items in inventory through systematic JDE implementation.
- Led the procurement team for purchase activities for Cables, Filters, Oil, Piping Material, Gas Turbine & Power Module Spare Parts and Electrical & Mechanical Items and developing macro-level purchase plans

Procurement Handled for Power Projects:

1. Installation of 300MW, 230KV Diesel reciprocating module-based Power Plant for BPDB Bangladesh in Dhaka, using CAT 3516B, MTU & SDMO units with 230KV OHL LILO Feeders & 230KV Capacitor Bank in 2018.
2. Installation of 80MW, 230K, 60Hz natural gas power plant for CENACE-Mexico using GE's 3XTM2500 GEN-8 in 2019.
3. Installation of 80MW, 230KV, 60Hz natural gas power plant for SAAVI-Mexico using GE's 3XTM2500 GEN-8 in 2020.
4. Installation of 60MW, 230KV, 60Hz natural gas power plant in GRUPO DRAGON-Mexico using GE's 2XTM2500 turbines base units in 2020.
5. Installation of 25MW, 33KV, 50 Hz Power Plant using CAT 3516B Diesel Generators for Barbados Light & Power.

Nov'12–Nov'14

Procurement Engineer – Procurement Division,
Dodsall Engineering & Construction Pte Ltd, Abu Dhabi, UAE.

DODSALL ENGINEERING & CONSTRUCTION PTE LIMITED is EPC Contractor for the project of Habshan – Maqta -Taweelah Gas Pipelines Project abbreviated to HMT Gas Pipelines Project. The Owner Company for this project is Abu Dhabi Gas Industries Ltd. (GASCO).

Project Description:

- Two (2) Nos. new 52" pipelines from Habshan to Maqta premises (approx. 125 km.each) with Scraper Launcher, Scraper Receiver and intermediate Block Valve Stations.

- One (1) No. new 52" pipeline from Maqta to Taweelah KM42 point (approx. 42 km.) with Scraper Launcher, Scraper Receiver and intermediate Block Valve Stations.
- One (1) No. new (42") pipeline from Taweelah KM42 point to ADWEC CRS (approx. 11 km.) with Scraper Launcher and Receiver Stations. Scraper Receiver station shall include plot area provision for future filters and Custody Transfer/Metering facilities for ADWEC (Taweelah-C), MASDAR (with ADWEC) and Shaikh Khalifa Port.

Package Handled in HMT Project:

Utility Packages:	Fire & Gas system and Devices, Inergen Clean Agent Fire suppression system. LV Switchgear, AC/DC UPS, Fire Protection and safety Equipment's.
Process Components:	Field Instruments – Transmitters and Gauges, Instrument Fire & Gas Cables, Restriction Orifice. Butterfly Valves.
Hardware Items:	<p><u>Electrical Items:</u> Distribution Boards, Electrical Power and Control Cables, Lighting Fixtures, Customised Junction Boxes, Special Lighting Poles, Cable Glands, Complete Electrical Bulk Items, Electrical Cable Tray etc.</p> <p><u>Piping Materials:</u> SLMS Pipe, SAW pipes, CS Fittings, CS Flanges, CS Spectacle Blinds, Stud Bolts, Gaskets, Gasket Insulation Kits. Piping bulks etc.</p> <p><u>Instrument Items:</u> Instrument Tubes & Fittings, Hook Up Materials, Instrument Junction Boxes, Instrument Bulk Items, MCT Blocks and Cable Trays etc.</p>

Highlights:

- Successfully procured and delivered engineered package like AC DC UPS System to save up to 17% of allocated budget.
- Successfully procured and delivered engineered package for LV Switchgear within allocated budget.
- Successfully managed procurement & delivery of complete engineered packages like Fire & Gas System & Devices, Inergen Clean Agent Fire Fighting Package for smoke detection & fire suppression for pipeline station control building.
- Independently managed multi MR's for finalizing order at same time with adherence to project specification.
- Successfully delivered all Electrical and Instrument Bulk items required for the project within allotted budget.
- Successfully delivered all Piping MTO items required for the project targeting delivery.
- Successfully delivered all top up quantity required for the project as per project P&ID changes with suitable amendments & developed alternate vendors to meet delivery schedule required.
- Negotiation with vendors for final pricing with counter offer, terms, GCP and PCP. Preparing executive summary for the approval of file note/recommendations for management.
- Actively involved in rate analysis of order including site assistance required for SAT/commissioning and eligibility requirements for duty exemption which results in cost saving.
- Independently preparation of Purchase Agreements, SAP Order and Work Orders.
- Independently day to day package monitoring, schedule check, engineering coordination for TBE & amendments.
- Significantly developed alternate suppliers for **pre-qualification** and subsequent registration by GASCO.
- Played a stellar role in saving cost of 0.23 mn in direct material sourcing for Engineered Items during HMT Project in consideration of detail engineering as compared to feed stage of project.
- Complete coordination for Invoice certification through LC payments and Open Credit, ABG & PBG.

Mar'12 – Oct'12

Project Coordinator – Project Division,
Orbital Electromech Engg Pvt Ltd, Pune, India.

Worked as project coordinator on execution of large/medium-sized industrial & infrastructure projects for MNCs and Corporates.

Highlights:

- Study details of Project specification & requirements for Planning, Execution & Resources.
- To get the scope finalized for planning of Material and Execution.
- Coordinating with Design and engineering team in order to smooth functioning of the Design and execution of Electrical Construction works.
- To monitor the fund inflow & outflow for smooth run of the project with reduction in overheads so as to achieve the targeted profit (PBT). Risk Analysis of the projects and its effect on the margin.

- Coordination with inter-departments like Supply Management, Commercials, Accounts and supply vendors for on-time delivery of materials.
- Daily/Fortnight updating of work progress
- Ensuring the safety, quality work to meet customer's specification & expectations standard.

May'09 – Feb'12

**Project Coordinator – Project Division,
ASTER Tele Services (P) Ltd, Hyderabad, India.**

Worked as Project Coordinator & managed team of 24 employees in Project office under REC Scheme, Maharashtra.

Highlights:

- Assistance to the Project Manager as per requirements of the project.
- Coordination with Clients, Consultant, PMC and other Services.
- Preparation of technical submittals and their submission to client for their review and approval.
- Attend design review and progress meetings with Management and Client.
- Assist project sites for any technical/design issues, when and where required.
- Site supervision in strict adherence with project specification during execution works.
- Conduct inspections at site during execution of the work with Client for their approval.
- Implement company QA procedures and maintain the project records in accordance with QA set standards.
- Assist in the completion of project and make sure that project is complete according to the contract requirements, time, quality and cost.
- To co-ordinate with commissioning team to energize the system with supply of equipment's as per approved documents & specifications, handing over to customer.

Jan'08 – April'09

**Project Engineer – Project Division,
ABB Ltd, Bangalore, India.**

Worked as project engineer on execution of large REC infrastructure projects for HESCOM.

Highlights:

- Study details of Project specification & requirements.
- Responsible for site construction/execution activities with complete quality and safety.
- Coordinating with Design and engineering team in order to smooth functioning of the Design and execution of Electrical Construction works
- Independently handling day to day works with available resources and complete assigned millstone.
- Coordination with inter-departments like Supply Management, Commercials, Accounts and supply vendors for on-time delivery of materials.
- Daily/Fortnight updating of work progress
- Ensuring the safety, quality work to meet customer's specification & expectations standard.

EDUCATION

Bachelor of Engineering from Sri Siddhartha Institute of Technology (Vishweshwariah Technical University), Karnataka, India (September 2003 – June 2007).

Specialisation: Electrical & Electronics Engineering.

PERSONAL DETAILS

Date of Birth	:	04/10/1984
Gender	:	Male.
Marital Status	:	Married.
Languages Known	:	English, Urdu, Hindi, Kannada & Marathi.