

# Sudesh Shinde

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In Pursuit of challenging and fulfilling assignments as a Senior Supply Chain Management, Procurement and Operations Professional with Corporate & MNC's

## PROFILE SYNOPSIS:

- A dynamic engineer professional with over 22 years (11 years in Dubai) of rich experience in the **Construction and Pharmaceutical Industries** with well-known organizations.
- Extensive **background in Supply Chain Management, Procurement and Operations** including Strategic Planning, Project Management, Sourcing, Budgeting & Cost Control, e-procurement & SAP, Project Execution & commissioning, Relationship Management, Team Management, etc.
- Well conversant with the **Global Markets of UAE, Europe and Indian Markets**.
- Lastly worked with the **Thermolab Sales and Services Private Limited, Mumbai, India as General Manager – Operations**.
- Previously worked with **Buzz Lounge Facilities Management Services LLC (Dubai), ABB Industries LLC (Dubai), Areva T & D (Dubai), Siemens Industrial Solutions and Services (Dubai), Goldshield Services Private Limited and Thermolab Scientific Equipment Private Limited**.
- Interact easily with people of diverse backgrounds, cultures, and professional levels. Excellent understanding and ability to accommodate individual learning styles.

## HIGHLIGHTS OF CREDENTIALS

- Proficiency in procurement of engineering items, construction materials, facility services, equipment, services, contracts, etc. for global projects; coordination with planning, engineering and supply chain team for the purchase and delivery of supply at lowest cost and time.
- Established acquiescent vendor base through due diligence in vendor pre-qualification and explore alternate sourcing routes for uninterrupted supply support.
- Conclude specifications, scope, delivery time and offer commercial terms; working with technical and commercial teams; float inquiries; evaluate offers; negotiate and make selection of right vendor.
- Purchase budget forecasting and cash flow management; drive cost reduction strategies across supply chain for the targeted saving in procurement cost.

## EDUCATION

- Diploma in Business Management, K.J. Somaiya Institute for Management Studies.
- Diploma in Export-Import Management, Indian Merchant's Chamber.
- Diploma in Materials Management, S.I.E.S. Institute for Management Studies.
- Diploma in Chemical Engineering, Shri Bhagubai Mafatlal Polytechnic.

## AREAS OF EXPERTISE

Strategic Planning	Supply Chain Management	Sourcing and Procurement
Project Management	Facility Management	Budgeting and Cost Control
Vendor Management	E-procurement and SAP	Relationship Management
Operations Excellence	Performance Management	Product Development
Cost Negotiation & Reduction	Team Management	MIS & Reports

## PROFESSIONAL DEVELOPMENT INITIATIVES

- Participated and attended various training sessions and workshops on Project Risk Review, Net Working Capital, Information Security System, Integrity Leadership, Code of Conduct and OECD Anti-Bribery.

## KEY SKILLS

- Leadership Experience, Critical thinking & Problem-solving abilities.
- Professional and strong work ethics; Teamwork and Collaborations, Cross Culture working.
- Technical Operations Management, Competency mapping, skill enhancement & strong team building.



## CAREER SCAN

### Since April 2019 – April 2021: Thermolab Sales and Services Private Limited, Mumbai, India as General Manager – Operations reporting to Managing Director

Team Size: 260

#### Role:

- Responsible for the Profit and Loss account division sales with the turnover of Rs. 22 Crores; Head of After sales and services division group of companies.
- Observing daily customer service operations, technical support team, procurement of spares and quality control.
- Installation of various laboratory equipment at customer's plant that are manufactured by flagship company.
- Managing sales of spares and services of annual maintenance contracts for the equipment supplied by flagship company to domestic and international customers; resolving technical and commercial issues of customers.
- Answerable for outstanding payment recovery and arranging logistics and accommodation facilities for the field staff on Pan India basis.

#### Attainments:

- Accomplished INR 7.10 Crores outstanding customers payment out of INR 8.3 Crores within period one year from the joining.

### January 2018 – March 2019: Freelance Consultant, Mumbai, India.

#### Role:

- Responsible for developing and implementing procurement strategies; analyzing business processes, building relationships with key clients.
- Preparing & executed strategy plans and measuring performance; managed sourcing team of consultants to transform the procurement of goods and services within the Store Care business unit.
- Conducted rapid renegotiations with incumbent suppliers and delivered immediate cost savings of 8% on the \$15M store care spend.
- Developed savings opportunity assessments for the primary spend categories; organised executive level governance meetings with senior clients.
- Contract management activities for various professional services, compliance driven environment.
- Analyze and research the market supply place; knowledge of business trends including industry issues, cost drivers, pricing, market conditions, and economic indicators.
- Redesign strategic sourcing team alignment to improve work processing and customer satisfaction.
- Collaborate with internal stakeholders to develop business requirements and manage supplier relationships.

#### Attainments:

- Managed and negotiated supply agreements across a range of commodities and complexity resulted in 7% savings.
- Worked as **Project Head** Consultant for the construction of 56 nos. 33/11 KV substations for the Siemens Ltd, Greater Noida, India.

### May 2014 – December 2017: Buzz Lounge Facilities Management Services LLC, Dubai, UAE as General Manager – Procurement and Facilities reporting to Managing Director

Team Size: 145

#### Role:

- Responsible for the large sites and multi-site Property Management operations and client interactions.
- Fit-out project design and implementation for restaurants and lounge club; provided safe and smooth working conditions in the office premises.
- Coordination of maintenance activities of critical equipment; deploy and implemented Policies and Procedures.
- Enactment and monitoring controls in various activities under Facility Management function such as HVAC, Housekeeping, Security, Maintenance, and catering & Transport Facilities of Organizations.
- Manage insurance coverage; prepare and monitoring budgets and responsible for the costs & inventory control.
- Executed office construction projects and office maintenance.
- HRM, Staffing, Recruitment, Training, Performance Review and Appraisal.
- Negotiating Vendor contract terms, payments, development etc. Liaison with the Government / Municipal

authorities.

**Attainments:**

- Handled 2 restaurants and 1 lounge club project from the basic concept till commissioning.

**July 2008 – April 2014: ABB Industries LLC, Dubai, UAE as Assistant Manager – Purchase reporting to Supply Chain Manager – Middle East.**

Team Size: 5

**Role:**

- Responsible for the purchase of Substation equipment, systems and delivery at site for global projects.
- Managed supplier development, audit and validation; improved projects thru the cost reduction and reduction in procurement cost.
- Purchase of contracts and packages including Site mobilization, Civil Design, Civil Works, Fire Protection System, HVAC System, Lighting & Small Power System, Cables, earthing material, construction equipment, etc.
- Work together with global ABB commodity team as team leader or team member.
- Work together with engineers in SAP environment. standardization and solution design.

**Attainments:**

- Handled 79% (Approximately worth AED 79 Million) of total purchase during 2013, and 61 % (Approximate AED 107 Million) of total purchase during 2012.
- Saved AED 5 Million (52% of total cost reduction of only top 20 commodities) during 2013. Saved AED 3.94 M (27% of total cost reduction of only top 20 commodities) during 2012.

**July 2007 – March 2008: Areva T & D, Dubai, UAE as Sourcing & Procurement Manager – Middle East reporting to Country Head**

Team Size: 2

**Role:**

- Handled sourcing of materials and services for various projects for Transformer, HV and LV/MV Divisions; prepared process documents and implemented the same, reported to PL Sourcing Manager.
- Organized and managed manpower supply contracts, procurement and logistics services
- Worked on **Lotus Notes** and **SAP**, VRM Roller Tire and Table liner rebuilding for Cement VRM.

**April 2006 – July 2007: Siemens Industrial Solutions and Services, Dubai, UAE as Purchasing Supervisor reporting to Purchasing Manager**

Team Size: 3

**Role:**

- Handled purchase for the following projects:
  - o Baggage Handling Systems at Dubai International Airport – Terminal
  - o Cargo Mega Terminal, Dubai.
  - o Interim Cargo Facility expansion, Abu Dhabi International Airport
  - o Cargo Terminal expansion, Al Dafra.
  - o Etihad Baggage Handling System expansion, Abu Dhabi.
- Involved in projects procurement comprising components, machineries, tools, services etc.
- Reviewed purchase requests, specifications and requirements; floated inquiries/tenders.
- Prepared comparative statements, negotiations, ordering and execution of Agreements.
- Expedited supplies and services, and coordinated inspections of supplies.
- Followed up with suppliers for timely delivery, make up for shortages and rejection replacements.
- Ensured vendor accreditation through pre-qualification due diligence in terms of capabilities.
- Analyzed costs and pricing of offer vs. budget to arrive at negotiation strategies.

**Attainments:**

- Accomplished procurement for Dubai Airport Terminal-3 project in the lesser time frame provided by management.

**February 2004 – March 2006: Goldshield Services Private Limited, Mumbai, India as Assistant Manager – Projects, Global Sourcing reporting to Director – Supply Chain and Fulfillment (Purchasing, Global)**

Team Size: 2

**Role:**

- Responsible for global sourcing & vendor development for the pharmaceutical and healthcare products; created and implemented vendor strategies with key business partners.
- Reinforced new healthcare product development; finalised purchasing agreements and managed vendor relationships.
- Design and development of packaging for various healthcare products.
- Managed vendor negotiations including pricing, TOC, Service Level Agreements and statements of work.

- Identified alternative source of supply and opportunities and developed suppliers with basket composition.

#### **Attainments:**

- Received the CEO's "Associate Award of the Quarter", 2005.
- Setup systems and procedures for evaluation of potential suppliers; developed 3 key suppliers for the global supply contracts.

#### **September 1998 – January 2004: Thermolab Scientific Equipment Private Limited, Mumbai, India as Supply Chain Manager reporting to Managing Director**

Team Size: 10

#### **Role:**

- Responsible for procurement of raw materials, electrical & instrumentation items, packaging materials, spares & consumables required for manufacturing of Laboratory equipment, and reported to Manufacturing Director.
- Managed production planning, technical improvement of products & dispatch coordination
- Supported Sales & Marketing by using latest tools like CRM.
- Handled quality inspections of Laboratory equipment like Humidity chambers, Incubators, Dryers etc., at all manufacturing stages of production.
- MR for ISO 9002 certification through documentation and implementation of the quality system requirements.
- Involved in costing, budgeting & product pricing.

#### **Attainments:**

- ERP implementation
- Process and SOPs for supply chain department
- Savings of 10% on Purchase cost



**IT SKILLS:** SAP, AMO, Office Applications, AS/400 – IBM, Siebel CRM.



#### **PERSONAL DETAILS:**

Marital Status	: Married
Passport Details	: On Request
Nationality/Religion	: Indian
Current Location	: Dubai, UAE
Permanent Location	: Mumbai, India
Languages Known	: English, Hindi, Marathi

I hereby declare that the above furnished information is true to the best to my knowledge.

**Sudesh Shinde**

Date:

Place: Dubai