



RAMKISHORE YADAV

MCIPS, Chartered Mgr. MCMI, CHPM

-Result-Driven Procurement and Supply Chain Operations Expert
In Airlines & Hospitality Industry

Dubai

+971559663938

ramkishore29oct@gmail.com

ramkishore29oct@gmail.com

Seeking a challenging position in Procurement and Supply Chain Operations with an organization that helps achieve professional accolades through excellence in teamwork and contributing supply chain operations to organizational & personal growth.

OVERVIEW

An accomplished and diligent **Procurement & Supply Chain Management performer with expertise and prowess over 27 years** in managing a gamut of activities spanning strategic planning, Supply Chain, Material, Sourcing, Procurement Management, and contracting team management. Core strengths in developing supply chain plans, securing budgetary allocations and exploring domestic and various supply sources on competitive terms while developing vendors to build supply streams for uninterrupted support to operations.

Leveraged skills in managing the implementation of the best supply chain and critical procurement strategies for contingency plans and ensuring that objectives are aligned and the production, quality, and operational budget requirements. Dexterously extensive skills in strategic supplier E- sourcing, negotiating and contracting expertise with an emphasis on securing valued product and services at a reduced total cost of ownership. Expert skills in evaluating new suppliers, products and programs utilizing a multi-step strategic sourcing process 'Procurement.' Highly knowledgeable in principles and procedures of inventory and category management.

Unequivocal skills in managing effective supply chain programs and processes to assure continued success in customer satisfaction; expert skills in ascertaining areas of issues & implementing changes to improve performances. Excellent interpersonal, communication and consultative skills to interact with and influence senior people in the company.

SIGNATURE SKILLS

~Strategic planning and Support
~ Supply Chain Management
~ Cost Optimization
~ Project Management
~ Six Sigma Analysis

~ Negotiation/ Mediation Execution
~ E Procurement
~ Public Procurement
~ Pre-Opening Procurement/Sourcing
~ Logistics Management

~ Productivity Improvements
~ Contracting Management
~ Vendor and client Relationship
~ SWOT Analysis
~Food Safety

PROFESSIONAL EXPERIENCE

DECEMBER 2012-PRESENT WITH THE OBEROI HOTEL DUBAI & THE OBEROI BEACH RESORTS, AL ZORAH AJMAN AS A PURCHASE MANAGER

(252 Rooms,6 Restaurant, SPA, Ballroom + 74 Rooms,15 Villas, 2 Restaurants, SPA ,Ballroom)

Dexterously executing strategic sourcing process and category management for the operational supply and category management, which includes product lines such as chemicals, OS & E, and FF&E, etc. successfully developing a multiyear sourcing project portfolio for the assigned category with estimated cost and potential savings based on identified opportunities, expected consumption and contract renewal timing. Supporting all affiliated properties across and various business functions across designated continent or countries

Key Deliverables:

Strategic Planning and Support

- Significantly contributing in developing and implementing key strategies and making sure the end-to-end provision of supply chain solution; playing a key role in maintaining continuous alignment of operations scope with strategic objectives.

Supply Chain and Logistics Management:

- Pivotal in managing Supply Chain functions and ensuring the timely delivery of the organization's requirement to fulfill its products & services in an economical, safe, and timely manner. Handling the day-to-day operations of the supply chain.
- Holds proven distinction in defining, cascading and leading Supplier Relationship Management strategic initiatives to ensure proper risk and performance management and to achieve overall cost efficiency targets and KPIs.

Business Development Management

- Successfully steering key business development activities related to strategy improvement and purchase-to-pay (P2P) services procurement, category management, and contract management.

Sourcing Management

- Dexterously implementing all related cluster commercial sourcing & negotiation activities; and driving continuous performance improvements on quality and total cost performance.
- Steering and overseeing the end-to-end contracting and procurement cycle to identify potential synergies and improvements to ensure the lowest total cost of ownership (TCO) for supply contracts.

Contracting & Procurement Process

- Developing cost prices and cost analyses of proposals and negotiates prices, terms, and conditions of services and product contract.
- Establishing tendering process protocols, vendor communications, reports, presentations, and detailed spreadsheet analysis to conclude a contract. Gathering usage data across multiple databases to forecast inventory needs and communicates needs to manufacturing vendors to minimize out of stock situations.

Continuous Improvements

- Driving process and continuous improvements that eliminated deficiencies leading to successful supply chain operations.

Vendors & Sellers Management:

- Accountable for research and develop new vendors to meet ever-changing business needs, this to include vendor interview, New Vendor set up, negotiation of pricing and payment terms and freight programs
- Qualifying new vendors, including conducting RFPs and managing vendor negotiations in high spending or vital functional areas
- Successfully developing and implementing a supplier quality process which includes pre-qualification, evaluation, monitoring, feedback and recognition. Develop the supplier qualification program, which provides for annual safety, insurance, and financial review.

Team Management:

- Guiding team members in accomplishment of objectives; improving their performance through counseling, skills enhancement. Creating a dynamic environment that fosters development opportunities and motivating high performance.

OCTOBER 2015 - MARCH 2017 WITH AL ZORAH DEVELOPMENTCOMPANT LTD, AJMAN AS OS&E AND FF&E PROCUREMENT CONSULTANT (PRE-OPENING PROJECT)

Played a stellar role and arranged the quotation with delivery terms ex-works vs landed at site and Payment terms. Samples are obtained and sent to the owner for approval, where applicable and organize supplier meetings/product presentations where needed

Key Deliverables:

- Shouldered with the overall accountability of delivering support to owners for Operating Supplies for Hotel Openings; processed cost comparison and recommendations Compare line-item prices vs budget prices to the owning company for approval considering.
- Ensured compliance with specification and Terms & conditions as per operator brand guidelines & steered time vs project schedule.
- Issued the Purchase Order based on the final and agreed prices to the vendors upon approval along with T&C's, packing requirements and delivery instructions and follow up with the vendor to sign the PO as an order acknowledgement and forwarded to the owner.
- Pivotal tracking of the purchase orders has been issued and continue until all items have been received and installed.
- Steered an array of activities such as verify all payment documentation which includes the signed PO, delivery note and invoice and another process; ascertained the lead time and compile delivery status reports based on the information received from the suppliers and Follows upon all the fast deliveries and backorders upon receipt of a signed delivery note.
- Successfully followed up and submit all final invoices for balance payment along with copies of the delivery notes.

JUNE 2007 - DECEMBER 2012 WITH THE MONARCH HOTEL (NOW H HOTEL) DUBAI

(240 Rooms, 11 Restaurant, SPA , Ballroom)

Key Deliverables:

- Shouldered with the overall accountability of developing strategies to increase effectiveness, improve service and ensure customer satisfaction. Supervised, coached and trained workforce.
- Supervised entire operations are ensuring timely execution while adhering to the company's guidelines.
- Playing a stellar role in pre-opening hotels supply chain and post-opening procurement
- Accountable for holding of inventory to buffer against uncertainty; minimizing stock levels to reduce storage costs, avoid waste, and help cash flow and integrating activity and building relationships across a network.
- Delivered training to concerned teams to work in sync with corporate set parameters.
- Followed up and tracks all orders to ascertain the lead time and compile delivery status reports based on the information received from the suppliers and Follows upon on all the short deliveries and back orders upon receipt of a signed delivery note.
- Motivated team players to achieve store goals with a focus on excelling targets & service delivery metrics.

JANUARY 1994 - JUNE 2007 WITH THE AMBASSADOR SKY CHEF NEW DELHI (AIRLINES CATERING)

25,000 Meal per day and caterer too many airlines like Lufthansa, Saudi Arab Airlines, Austrian Airlines, Aeroflot, Air Canada, Japan Airlines etc.

Key Deliverables:

- The role was required to manage the full Supply Chain Operation which runs 24X7 without any break. Checking all Supply Chain operational activities which included ensuring the right protocols are followed for instance all food, beverage and general items par stocks maintained with proper delivery lead time and inventory.

- The job was also included tracking the performance through the effective monitoring and analysis of the product consumption and implement corrective actions where appropriate. The team aimed at cost savings, standardization, simplification and waste reductions.
- I was also responsible for the evaluation of the department objectives, plans, procedures and practices, and makes appropriate changes if needed. While working there I developed the ability to delegate work set clear direction a, manage workflow, skills like understanding customer, their need, managing a group of people.
- Facilitated an atmosphere of continuous improvement with relation to output & yield & strove to create an ideal working environment through maintaining co-ordination between airlines requirements and the Kitchen, menu Planning .
- Establish strategic alliances to champion product distribution and service. Provide market feasibility studies for product and service demand dedicated to airline carriers' inflight services, catering.
- Checked with the purchasing Department regarding the pending Purchase Request and follow up make sure all items delivered on time; carried out the menu Enhancing / Planning: Planning and enhancing menus in line with the international standards for Special Flights, Unscheduled charters, VIP flights Etc. Previewed purchase order for Procurement of goods for all operating department, ensure that appropriate approvals and signature are obtained prior to ordering.
- Bonded items receiving, ordering, par-stock, re-order level for various Airlines Lufthansa, Saudi Airlines, Japan Airlines, Air-Canada Etc. are maintained; checked with the procurement department regarding the pending Purchase Request and followed up make sure all items delivered on time.
- Follow HACCP and Food Safety instruction, knowledge about Medina Quality standard guidelines for the food safety who does audits on behalf of Airlines.

EDUCATION & CREDENTIALS

- **MBA in Materials Management** from ISBM

Professional Accomplishments & Training

- MCIPS from Chartered Institute of Procurement & Supply
- Chartered Manager from Chartered Management Institute, UK
- CHPM – Certified Hotel Purchase Manager from AHLEI USA
- Six Sigma Green Belt from Board of Regent of the University Georgia
- Negotiation, Mediation & Conflict Resolution from ESSEX Business School
- Certificate in Public Procurement from World Bank Group
- Introduction to Project Management Principles and Practices from UCI USA

LEADERSHIP SKILLS

- **Innovation:** Really great leaders are open to new ways of doing things. I always seeking to improve myself and the organization and value quality over quantity. I am happy to take the initiative and are continuously learning and honing my skills. I am also not afraid to take a risk and surround myself with those whose skills complement their own.
 - **Vision:** I also believe as a leader must be able to set and communicate the goals and plans (the vision) for the company. Once everyone on the team understands the big picture of what they're trying to achieve, they can work together toward that goal. Leaders trust their employees to execute the vision and give them the tools to do it.
 - **Values:** I also understand my needs to be a work-life balance to succeed. It's important to value the time my team members have with family and friends and how that translates to the ability to focus on the tasks at hand. I must also be a focus on building on and nurturing the strengths within the team to really use them to their fullest potential.
 - **Inspiration:** the ability to inspire my associates to do their best work, to support one another and feel empowered to do their jobs. I build confidence in my team members and ask for their input in making changes and setting goals.
 - **Communication:** Communication is at the root of all great leadership and part of being a good communicator is being an active listener. Good leaders are curious and willing to ask questions, be empathetic and consider options from all team members..
 - **Business Sense:** where the ability to understand the big picture of marketing, sales, utilization of space, understanding hiring practices and what's needed to compete in the marketplace comes into place. The strong leader understands how to take advantage of opportunities and tackle challenges that lead to growth.
- I believe that Leadership is all about finding the right solutions for problems in the moment so work can continue and guests are not walking away frustrated and angry. A combination of empathy, understanding, motivation and caring all come together along with a desire for self-improvement and a high expectation of excellence to create strong leadership that builds effective, productive teams.

PERSONAL DETAILS

Language Proficiency: English | **UAE Resident Visa:** Valid Jan 2022 | **Driving License:** UAE Valid June 2025