

VIBHAV N. S. VERNEKAR

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Result-oriented & strategic purchase manager with 15 + years of experience in sourcing, contract negotiation, and supply chain optimization in dynamic procurement environments.

Recognised for innovative cost-saving initiatives and cross-functional collaborations. Skilled in risk mitigation, leveraging technology for process improvement & leading a high-performance procurement team. Seeking a challenging role to apply advanced procurement skills and drive organizational success.

EXPERIENCE

[Eclipse Infotech Idia Pvt Ltd \(India\)](#) From Oct 2012- July 2018

[Symbio Farma B.V. Netherlands \(Direct client\)](#) From July 2018- till date

Purchase Manager/Lead Buyer 2018 (Grew from Purchase Officer)

- Supplier/Customer (Wholesalers) identification, evaluation, and selection
- Prospecting new Wholesalers, Cold calling (Importers/Exporters for UK and EU markets)
- B2B Pharmaceutical Purchasing, Sales, Marketing, GDP, and Operational Management
- Close cooperation with Purchasing/Sales team and other internal stake holders
- Proficient in Digital Marketing strategies and execution to drive brand awareness campaigns across online channels.
- Validating new Licenses and Regulatory checks
- Negotiating prices/terms with vendors and maintaining strong relationships with Wholesalers
- Optimizing direct procurement and sales across the entire Business Channel
- Logistic management for Purchases and Sales. Dealing with 3rd party logistics company, sorting paperwork, payments and controlling supply chain
- Managing purchase team and implementing operational plans

Achievements

- Instrumental in developing, Launching and onboarding new clients on CRM and Automated trading platform [Medzexchange.com](https://www.medspace.com).

Expo Experience

- Arab Health 2024, Dubai UAE

[Altisource Business Solution Pvt. Ltd. -](#)
[Client Nationwide Credit Inc. USA](#)

September 2008 to October 2012

Financial Analyst

- Client Liaison with American Express and Nationwide credit (Debt recovery Agency in USA)
- Collaborate with various teams to ensure a cohesive understanding of financial goals and objectives
- Managing client complaints, disputes, and settlements, while overseeing internal call monitoring for clients and conducting internal audits

Recovery Specialist, Ocwen/Altisource

- Proactively engaged in debt recovery efforts for Chase Bank, Direct TV, and CHEX Systems
- Pursuing recovery targets established by stakeholders
- Comprehensive knowledge of FDCPA laws and their effective implementation

COMPETENCIES



Negotiation Skills

Negotiating favorable terms & conditions with suppliers, achieving cost savings while maintaining quality standards



Supplier Relationship Management

Establishing and nurturing strong relationships with key suppliers. Effectively managing vendor performance and resolving issues collaboratively



Strategic Sourcing

Expertise in identifying, evaluating, & selecting strategic suppliers. Analyzing market trends to inform sourcing strategies and capitalize on opportunities



Supply Chain Optimization

Experience in streamlining supply chain processes for increased efficiency. Proactive identification & resolution of potential bottlenecks in the supply chain



Communication & Presentation

Clear & compelling communication to articulate the value proposition of products or services. Dynamic presentation skills to engage potential clients for a win-win engagement with partners



Customer Focus

Dedicated to understanding customer needs and providing tailored solutions. Responsive and attentive to client feedback, fostering long-term satisfaction and loyalty



Strategic Planning

Strategic mindset in identifying business opportunities, analyzing market trends, & formulating effective business development plans



Adaptability: Flexibility and adaptability in navigating changing market conditions and evolving business landscapes. Proactive in adjusting business development strategies to capitalize on emerging opportunities and mitigate risks.

EDUCATION

- Bachelor of Business Administration - Balaji Institute, Periyar University, Salem, India

TECHNICAL SKILLS

- **Operating System** - Linux, Windows
- **Text Editing Software** – MSOffice, Online skills on Search engines, Chat GPT, Photoshop

PERSONAL DOSSIER

Nationality	:	Indian
Linguistic Abilities	:	English, Hindi, Marathi, and Konkani
Marital Status	:	Married
Date of birth	:	23 rd May 1985
