



## SNEHAL RAJPAL

Email : snehalrajpal@rediffmail.com

Phone : +91- 9909014585

~ **SUPPLY CHAIN MANAGEMENT ~ PURCHASE / PROCUREMENT ~ MATERIAL MANAGEMENT ~ VENDOR DEVELOPMENT ~ PROJECT MANAGEMENT ~ LOGISTICS ~ EXPORT & IMPORT OPERATIONS ~**

*Scaling new heights of success with hard work & dedication and leaving a mark of excellence on each step; targeting for senior level opportunities in the areas of **Supply Chain Management/ Procurement/ Logistics** with an organization of high repute*

### PROFILE SUMMARY

- **A goal-oriented professional with over 17 years** of diversified experience in the areas of Supply Chain Management encompassing Purchase/Procurement, Logistics, Inventory Management, Project Management along with network development, port management, export & import operations with key focus on achieving organizational goals
- Directed & maintained efficient procurement operations including **global sourcing & purchase** of equipment/services; expertise in effectively **negotiating, finalizing, developing and implementing contingency plans** with international & domestic vendors for cost-effective procurement
- **Gained international exposure in visiting China twice** for Procurement of Capital Equipments of Straight Grate Technology - Iron Ore Pellet Project and **Dubai & Sharjah** for Procurement of Scrap and Development of New Scrap Vendors & Shipping Lines
- Proficient in **Export/Import Operations** such as Registrations, Approvals, coordinating with CHA & Shipping Lines, Custom Clearance, Renewal of Licenses, Vessels Movement & Status Report, Expense Review of Importation & Forwarder Agents, Inventory Valuation and Verification of Internal Audit
- A Principal Executive with exposure in **Tender & Contract Management** processes including estimates preparation, BOQs finalization, Rate Analysis, Claims & Approval of Extra Items, Escalations and Contractual Correspondence
- **Front-led major role in carrying out logistics functions** including budgeting, planning & execution, transport negotiations, space management, shipment tracking, inbound & outbound logistics, inventory count, audit, receipt, dispatch & preparation of various reports
- **Excellent People Manager** with strong skills in **leading large teams** for successful execution of global programs/projects through effective Training & Development Programs

### CORE COMPETENCIES

**Strategy Planning & Leadership**  
**Inventory & Material Management**  
**EXIM Operations**

**Supply Chain Management**  
**Logistics Operations**  
**Vendor Management/Negotiation**

**Global Sourcing & Procurement**  
**Budgeting & Cost Optimization**  
**Team Building & Leadership**

### WORK EXPERIENCE

**Feb'17 - Present Shah Alloys Limited, Ahmedabad, Gujarat as Sr. Manager – Supply Chain Management**

**Industry : Steel**

**Projects Undertaken :**

- Procurement of Green Field Project of 0.6 MTPA Capacity of Straight Grate Technology - Iron Ore Pellet Project

**Role :**

- Managing the purchase of **Raw Material / Bought-Out Items / Capital Equipments** of Steel Melting Shop, Hot Rolling Mill, Sponge Iron, Ferro Alloys, Pellet Plant and Cement Plant and Review Commodity Strategy with the Management Team
- Import Purchase of Mild Steel Scraps, mainly HMS and Shredded Scraps
- Managing the performance of purchasing clerical functions, including routine correspondence, vendor list preparation, vendor applications and updates, bid and specification preparation, compilation of surplus equipment lists and contract and records file maintenance
- Prioritizing tasks and establishing schedules to maintain uniform workload among purchasing department employees
- Conceptualizing and implementing a plan for **cost effective buying** through long-term **procurement strategy** in coordination with different agencies
- Maintaining departmental procurement policy and procedure manual and recorded databases
- Administering the **supply chain function** entailing supply strategy & planning, logistic operations, customer service (order-to-invoice, vendors / supplier, service strategy) and master data

- Spearheading wide variety of activities inclusive of formulating logistics solutions, streamlining **customs documentation** at all major ports, developing **dispatch/shipment plans** of the cargo, analyzing POs, Credit Memos, LOCs, Claims, resolving product complaints & many more
- Liaising between **Production Planning & Plant Maintenance Dept.** for timely order and receipt or tracking of material and interacting with Supplier & Transporters for documents verification
- Directing end-to-end **logistics operations** inclusive of maintaining **inventory records, stock control, shortages, shipment details, expenditures and fleet tracking** for on-time reporting at customer site
- Managing operations across various modes of **transportation such as sea, air, land** and troubleshooting all issues relating to **loading, transshipments and final deliveries**
- Leading initiatives in deciding priorities for **unloading of container consignments** and adjusting the same for the **part loads**
- Minimizing costing of **export consignments** by conducting follow-ups to meet EXIM schedules
- Facilitating **shipment status update** to the management by monitoring movements from **origin to destination**; documenting and maintaining records for the **shipment delivery** to avoid **detention and demurrage**
- Showcasing capabilities in establishing and formulating the **supply chain strategies** across the sales and distribution channels
- Preparing **MIS reports** of procurement and inward / outward logistics with a view to appraise **top management** and users of the routine **inventory management activities**
- Indulging in **container booking** in accordance with the **Production Planning/LC/Sales Orders**; ensuring shipment could be done timely before last date of the shipment is being given by CHA
- Communicating / corresponding with **International Agents and Seller**, sending pre-alerts / pre advice / arrival notice and ensuring timely issuance of delivery orders, clearance and delivery of shipments
- Liaising with Local, National / International **Freight Forwarders, Shipping Line and CHAs** for **rate negotiation**
- Identifying, developing & negotiating with the **vendors** to achieve cost-effectiveness in supplying the best qualitative products
- Supervising:
  - The **fleet of vehicles & transporters**, ensuring on time delivery and monitoring transit norms as well as **vehicle movements**; successfully optimized the **overall cost / utilization of vehicles** for primary and secondary operations without affecting the on-time deliveries
  - The activities pertaining to **price structure, competitor pricing, liquidation of stocks** and many more
- Establishing strategies for the **Warehouse and Distribution Functions** in the Supply Chain including both **consumer and engineering network goods**
- Heading team to meet **demand fulfillment** by ensuring **On-Time-In-Full supplies** against **budget / forecast** ensuring management of inventory and procurements within budgeted rates

**Feb'13 - Feb'17 Anil Limited (Anil Group of Companies), Ahmedabad, Gujarat as Project Purchase Manager**

**Industry : Starch and it's derivatives (Food & Pharma)**

**Roles:**

- Managing :
  - Procurement of Brown Field Project on Capacity enhancement of Corn Wet Milling from 500 TPD to 750 TPD at Anil Limited, Ahmedabad Plant
  - Procurement of Green Field Project of 9 TPD Calcium Gluconate Plant
  - Finalization of various Contractors for Work Contracts of Civil, Mechanical and Electrical Activities being carried out for Brown Field and Green Field Projects

## **PREVIOUS EXPERIENCE**

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**Apr'10 - Feb'13 Hi-Tech Elastomers Ltd., Ahmedabad, Gujarat as Purchase Manager**

**Industry : Marine Rubber & Engineering Products**

**Oct'06 - Mar'10 Doshion Veolia Water Solutions, Ahmedabad, Gujarat as Sr. Engineer - Purchase**

**Industry : Water Treatment**

**May'04 - Oct'06 ESSAR Steel Ltd., Surat, Gujarat as Jr. Engineer – Project / Purchase**

**Industry : Steel**

## **EDUCATION**

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**Diploma in Mechanical Engineering** from Nirma Institute of Diploma Studies, Ahmedabad, Gujarat, India in 2004

## IT SKILLS

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Operating System – Windows  
Microsoft Office  
SAP – Purchase Module  
ERP – Purchase Module

## PERSONAL DETAILS

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**Date of Birth :** 14th May 1985

**Languages Known :** English, Hindi & Gujarati

**Address :** 6, Maniratnam Bungalows – Part – 1, Opp. Ratnam Flats, B/h. Municipal Garden, Nr. Vasna Bus Stop, Vasna, Ahmedabad – 380007. Gujarat. India.