



# TIRATH CHITALIA

Procurement and SCM Specialist

## CAREER OBJECTIVE

Seeking a challenging and progressive career at senior level position in **Procurement and Supply Chain Management** with reputable organization. Utilizing experience, knowledge, skills and techniques to maximum for accomplishing corporate goals with realized results.

## SKILLS AND CORE COMPETENCIES

- Strategic Sourcing
- High stake Negotiations
- Supply partner relationship
- Demand planning/MRP
- Supply chain management
- Contract/Tender Bidding
- Vendor Contract development
- Budget/Procurement Forecasting
- Risk Management
- Strategic Decision Making
- Cost optimization
- Global Networking
- Global Strategic Alliances
- Key Partnership Development
- Quality / Compliance
- Cross functional operations
- Process/SOP

## PERSONAL DETAILS

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Date of Birth – 28.01.1981  
Marital Status – Married  
Nationality – Indian  
UAE Residence – Since 2003

## PROFESSIONAL SUMMARY

- Procurement and supply chain specialist with 18+ years of experience in domestic and global trade:
  - ✓ United Nation food Ration supplies (peacekeeping missions) ✓ Hospitality ✓ HORECA ✓ Remote and Government sector ✓ Facilities Management ✓ FMCG ✓ Industrial Catering (90000 meals/day, on shore and offshore oil and gas projects)
- Proficiency in developing global sourcing strategies, bulk and blanket agreements for cost sensitive / volume-based products.
- Strategic sourcing for multimillion dollar project with direct management of 36 million dollar annually.
- Global Sourcing - India, China, Spain, Germany, Portugal, Netherlands, Italy, Turkey, Egypt, USA, Ukraine, Poland, Cyprus, Thailand, Malaysia, South Africa, Kenya, Uganda, Tanzania.
- Lead in Supplier evaluation every quarter, developed consolidated scorecards/ KPI to identify loop-holes and propose a mutual area of improvements / corrective action towards forging a longterm and trusted relationship with registered vendors globally.
- Focus on leveraging volumes, continuity of supplies for approved products and vendors whilst maintaining quality policy statement.
- Keep abreast on prevailing technical and commercial market for top line commodities, and its geopolitical situation. Deep dive into commodity complexity and its technicalities in line with UN requirements.
- Engage actively in forecasting, volume hedging, FX rate. Manage increase and decrease effectively. Liaising with cross functional teams (Supply chain / logistics, operations, warehousing, finance and project management) for an effective supply chain across the year.
- Manage NCRs (Non-Compliance) and PCRs (Product Compliance)
- Well versed with ISO 9001:2008 and ISO 22000: 2005 requirements, successfully completed HACCP internal auditor course conducted by TUV Abu Dhabi. Active member of ISO audits on yearly basis,
- Track record in team leadership, vendor management, SLAs, SOPs/ Process formation, Cost optimization, budget management, tendering and bidding process, strategic forecasting, while spearheading procurement operations to drive productivity and cost reduction.
- Well Versed with ERP System - CS3, WMS - Ilogix Procurement MS Dynamics, MS Office.
- Excel in dynamic and demanding situations while remaining pragmatic and focused.
- Effective communicator with interpersonal skills and hand on experience in leadership, training and induction.
- Motivate team players to enroll for relevant training sessions internally and externally.

### Business Consultant with FSG Middle East and Reliable Foods and Logistics LLC - From Jan 2019 – October 2020:

- Heading and Managing UN food ration supplies - Sourcing, Quality compliance, Validating and Registration, Logistics, Negotiations, Price agreement, Contracts and Payment structure.
- Initiated and implemented the transformation process and business improvement programs
- Developed new product lines under prevailing UN food supplies portfolio.
- Increased client base across UN theatre.
- Built and secured credit insurance facilities for each client.
- Setting up a banking line from Kenya as an alternate payment facility to the clients.
- Responsible for Budget development, set and manage expectations with internal stakeholders for new developments.
- Maintained strong relationship with clients and suppliers to sustain growth and healthy competition.
- Established SOPs/ process for better control of business, generate cost savings and identify loopholes and implement corrective action

#### Accomplishments:

- Increased Annual sales from 1.8 M to an estimated 3.2 million USD
- Streamlined long overdue payments with clients.
- Signed an exclusive contract as procurement and supply chain partners with one of the major contractors

### Inchcape Shipping Services - Procurement Manager for Remote and Government Services (United Nation – Somalia) - September 2013 – February 2019

- Actively managing food procurement for the UNSOS (A M I S O M) Project - \$36Mp.a. Managing and sourcing approximate 450+ lines to comply with unique UNRS specifications
- Developing dual supply chain strategies for high volume products. Establish category sourcing to generate cost savings and identify value creation opportunities.
- Responsible for scope of work (SOW), Vendor Management (KPIs), service level Agreements (SLA).
- Analyze spend, implement supplier tiering, focus on high volumes and consolidated range to achieve economics scale. Hedging volumes based on seasonality and forecast to ensure optimum cost savings
- Effectively managing RFPs, tender management, procurement policies in accordance with UN contractual obligations and ISS QMS (ISO and FSMS) standards. Implementation of Supplier Manuals
- Follow global market trend, various channels like FAO, Global Food Price Index, Procurement committee, Global network.
- Develop strategic sourcing based on price, quality, demand pattern, market trends, geographical locations and seasonality.
- Reviewing weekly procurement and stock compliance reports prior to submission to the UN.
- Ensure production and shipping lead times are intact throughout the supply chain timelines.
- Actively involved in dialogues with customers (United Nation) to resolve product compliance
- Ensure team is motivated and up to speed with task in hand through maximum productivity. Maintain delegation of roles and responsibilities, specialization of work, exchange of knowledge.

#### Accomplishments:

- Reduced cost (YoY) by 2% on Annual purchase volume
- Streamlined MRP and logistics lead time along with increased free days at POD.
- Achieved contract amendment by delivering 98% product and stock compliance

### Emdad Gulf Catering Logistic – GCC Services (Group of Agility International) – PURCHASE INCHARGE – July 2009 – Sept 2013

- Manage all aspects of procurement operations from the inception and company formation in UAE.
- Procurement of food, non-food products ranging from 5000-6000 SKUs.
- Maintaining & scheduling logistics, analyzing vendor performance in compliance with the ISO 22000:2005 and HACCP Manual.
- Proactively manage CAPEX. Draft and propose budget and non-budgeted savings proposal, plus recommend subsequent saving budget changes and benefits capture.
- Conducting Pre-bid meetings with shortlisted vendors, to ensure complete understanding of requirements, scope of work and responsibilities.
- Evaluate & solicit vendors for bidding tenders, analyzing, negotiating and comparing prices, discounts, annual rebates, credit periods, terms & conditions, addendums and recommendation for award.

#### Accomplishments:

- Achieved discount of 2%, 4% and 4.5% on total monthly purchase in the year 2010, 2011 and 2012 respectively.
- Mobilized 4 Projects – ADCO, Sadiyat Construction Village, French Naval Base with over 4000 mandays.

**SHAKESPEARE AND CO. – PURCHASER - October 2007 – December 2008 (leading chain of Café Restaurant and Pastry division with more than eight outlets in UAE)**

- Procurement of F&B, non-food products, fixed assets, light & heavy kitchen equipments of approx. AED 16 million annually.
- Evaluating bid for tenders, negotiating prices, discounts, credit periods, terms & conditions, finalizing commercial agreements.
- Conduct continual market survey; provide company with alternate cost effective products and ensure buying prices are according to the business volumes, whilst constantly challenging quality, price variables.
- Responsible for NCs, return of products and replacement turnaround time. Resolving accounting and invoicing issues.
- Manage key regional suppliers performance (KPI) through supplier score card and implement corrective action
- Responsible for mobilization of new projects within UAE and GCC

**Accomplishments:**

- Reduced supplier base, achieved discount/rebate and introduced alternate products, resulting to savings of 9% on total purchase value.
- Mobilized three projects in 2008 and achieved a savings of 18% on the total purchase. Minimized cash purchase across outlets by 32%.
- Introduced and reduced KPIs (Key Performance Index) by 7%.

**SPINNEYS ABU DHABI L.L.C. – PURCHASE EXECUTIVE - May 2003 – Jun 2007**

- Procurement of F&B products ranging to 5500-6000 in various categories valuing more than AED 46 million annually.
- Maintain current knowledge of market and supply trends, potential issues and regularly surveying the market price of major categories, ensuring competitive prices, lead time and availability of products
- Build and develop relationship with business units and ensure procurement strategies support the overall company strategies.
- Part of mobilization team. Assisting with demobilization and asset sales at the end of commissioning. Supporting project managers, clients and all site personnel at site level.
- Providing sites with CAPEX related products within allocated budget.
- Monitoring monthly consumption report, price discrepancy reports generated through SAGE (ERP.) LPOs, Cash purchase, KPIs, and liaise with Finance for supplier's payment issues and take necessary corrective actions.
- Prepare market analysis report, category consumption reports (product wise, site wise, volume wise and value wise), and recipe costing.
- Suggest alternate product resulting to cost savings without affecting the yield value

**Accomplishments:**

- Achieved highest Discount/Rebate of Dhs 2.2 million in 2005 i.e. 5% on total purchase and reduction of KPIs by 2%.
- Sourced alternate cost effective products resulted in savings of 1.5% on total annual purchase in 2006. 0% N/C in ISO audit since 2004. Involved at department level for HACCP certification process.
- Reduce number of vendors from 500+ to a group of 375+ core partners resulting in cost savings due to reduced administrative costs and quantity price breaks.

**ACADEMIC QUALIFICATION:** Bachelor's of Commerce - University of Mumbai (Accounting) - 2002.

**COMPUTER PROFICIENCY:** MS Office (Proficiency in Excel, Word, PowerPoint), ERP systems—SAGE (CS3), ERP system – Global Bake, WMS - ilogix Procurement, DAX (Microsoft Dynamics)

**TRAININGS:** ISO 22000:2005, ISO 9001:2008 & HACCP internal Audit