

Abhishek Menon

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Profile

Engineer with over 5 years experience in the field of Procurement, Supply Chain and Logistics management across multiple geographies and industries.

Professional Experience

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| Indirect Procurement Specialist , <i>Invictus Investment Company PLC</i> | 10/2022 – present
Dubai, U.A.E. |
| <ul style="list-style-type: none">Managed end-to-end procurement (CAPEX, MRO, Services) across multiple business units for DAL Food (Sudan's largest F&B manufacturer). Optimized categories like automation, electrical components, spare parts, motors, pumps, mixers, IT.Led indirect procurement cycle (RFx, PO, export/shipping docs, certificates, GRN, invoice booking/billing), ensuring smooth collaboration with logistics, clearance, and finance teams.Negotiated contracts with OEMs, traders, and suppliers to obtain cost savings and improve lead times, quality, and service levels. Performed landed cost analysis for multi-geographic sourcing to Sudan.Developed and implemented procurement strategies to optimize supplier relationships, reduce costs, and enhance performance.Supported internal audit, compliance, and due diligence initiatives.Demonstrated strong problem-solving skills by navigating complexities in Sudan (2023 war) through supplier coordination, logistics planning, contingency planning, and cost-cutting measures. | |
| Pricing Specialist - Industrial Projects , <i>DHL Global Forwarding, Dubai</i> | 01/2022 – 10/2022
Dubai, U.A.E. |
| <ul style="list-style-type: none">Optimized logistics solutions (road, air, ocean) for client needs & cost-effectiveness.Negotiated competitive freight rates & increased departmental win ratio through trend analysis.Led GSC Offshore Project to offshore import/cross-trade pricing for efficiency. | |
| Procurement Engineer , <i>Lutech Engineering FZ LLC</i> | 11/2017 – 03/2020
Mumbai, India |
| <p>Secured high-grade steel, motors, pumps, and equipment for 3 international petroleum storage terminal construction projects valued at \$75M+ (Liberia, Ghana).
Key projects:</p> <ul style="list-style-type: none">PST Expansion Project Phase One - Liberia Petroleum Refining Company (Liberia, \$21M)Vihama Petroleum Oil Terminal - Vihama Energy Company Limited (Ghana, \$24M)Connex Refinery CDU (Liberia, \$30M) (Lists projects with details) <p>Collaborated with finance and project teams, ensuring smooth export, supply chain, and logistics (India).</p> | |

Education

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| Master of Global Business- Global Logistics and Supply Chain Management ,
<i>SP Jain School of Global Management</i> | 10/2020 – 04/2022
Dubai, U.A.E. |
| Logistics & Supply Chain Management , <i>HRD University</i> | 2023 |

Skills

Procurement

Supply Chain Management

Strategic Planning

Budgeting

Negotiation

Sourcing

SAP MM

Demand and Supply Forecasting