

AJIT SINGH

■ +91-9711777360 & 09467351920 ✉ asbhatotia@rediffmail.com

Career Objective:

To hold a leading and challenging position in Raw, Indirect & Capex. Procurement and Supply Chain Management by my creative ideas leads to improve competence and knowledge are utilized towards diverse job responsibilities progressive personal & professional growth.

Professional Snapshot:

- A Dynamic and Competent 40 years old Professional with over 17 years of experience in Supply Chain Management, Material Procurement and Vendor Development Functions.
- Extensive background in complex and challenging environments with proven ability to represent the company with Client and Strategic Vendor Partners. An effective Communicator with excellent interpersonal & relationship management skill.

Functional:

- Supply Chain Management
- Procurement Planning
- Indirect & Capital Purchase
- Vendor Development
- Strategic Sourcing
- Product Development
- Imports

Professional Experience:

SAKATA INX INDIA LTD

Aug '13 to Present

SAKATA is a Japan based multinational company and is leader in manufacturing the offset & gravure printing ink with two manufacturing facility in India.

Position : Deputy Manager Procurement, **Location :** Corporate Office, Gurgaon

Reporting: AVP – Material & SCM

Duties & Responsibilities:

- Planning for material in alignment with all Department through MRP & Placing Purchase Orders and ensure timely Delivery of the Material and Responsible for the OTD from Supplier.
- Managing the new product development alignment with technical team for quality & timely development and getting the approval of sample product.
- Managing E-Sourcing & E-Bidding through ARIBA.
- Managing the new vendor development & vendor rationalization for cost effective product without hammering the quality & reliability.
- Sending the RFI & RFQ to vendors for sourcing of Raw materials, Indirect and capital goods for the projects. And cost reduction for local and global suppliers.
- Preparing comparison sheets to finalize all Commercials, Payment terms & Taxes terms.
- Cost saving opportunities through using strategic category sourcing.
- Managing the AMC, CAMC & Service contracts alignment with technical team for quality & timely execution of work.
- Negotiation for the prices after internal costing and technical discussions.
- Cost saving opportunities through using strategic of TCO (Total Cost of Ownership).
- Responsible for MIS reports. Supporting the CAPEX Budget Planning.
- Dealing with transporter to finalize contract & smoothness of supply chain.
- Dealing with international suppliers for material, new capital equipment & spares.
- Dealing with forwarder & CHA for Imports material clearance from custom.

Significant Highlights:

- Completed overseas green field project of Gravure Ink at Bangladesh.
- Completed the project of establishment of offset printing ink new plant at Gujrat.
- Completed extension of Gravure Ink facility at Panoli, Gujrat.



Jun '10 to Aug '13

Ingersoll Rand is US Based Multi-National Company with Major Brand Name includes Ingersoll Rand, NASH, compAir, Gardner Denver & Major Products are Compressor, Tools, HVAC Products, and Security Products.

Position : Sr. Officer Purchase, **Location :** Sahibabad, Delhi NCR

Reporting: Manager – Material, Inventory & SIOP Management

Duties & Responsibilities:

- Planning for Material Management in alignment with planning department through MRP & Placing Purchase Orders and ensure timely Delivery of the Material and Responsible for the OTD from Supplier.
- Managing the new product development of machine tools & machining items alignment with technical team for quality & timely development and getting the approval of sample product.
- Sending the RFI & RFQ to suppliers for alternate sourcing and cost reduction for machining parts to local and global suppliers.
- Manage the Import Parts from the Overseas Supplier as well the Intercompany Transfer. Price Escalation to Commodity Team and Sourcing Director to Settle the price to have un-interrupted Supply.
- Responsible for MRO, Consumables, packing & “C” class items.
- Responsible for all machinery spares & AMC, CAMC & service contracts.
- Finalization & agreement with transporters for logistics activity.

Significant Highlights:

- Managed to Commission Test Lab for 2 NPD Projects for Diaphragm Pump and Pneumatic Tool (Global Project).
- Procurement of Laser Marking Machine and CMM & Hardness testing M/c.
- Completed the implementation of CISCO Hardware project.

Jescon Pvt. Ltd.

Jan '05 to Jun' 10

Jescon is an Electrical Panel manufacturing company having manufacture H.T. & L.T, Distribution & Automation Panels.

Position : Purchase Executive, **Location:** Manesar, Delhi NCR, **Reporting:** Purchase Manager

Duties & Responsibilities

- Procurement of Raw materials, Consumables & Machinery Spares for the Production requirement for the Regular Production as well the Project based order
- New Vendor Development for Consumables and Spares to have Cost under Control and Responsible of the Cost Savings Activities on Alternate Sourcing and Negotiation with Supplier for better Price.
- Planning for Material Management & Placing Purchase Orders and Ensure Timely Delivery of the Material.

Training:

- SMART Transformation Training – Implementation **Oracle R12 & WINDCHILL** Application in the Plant.
- Project Management Training.
- SAP, ARIBA Training.

Skill Set:

- Strategic category sourcing, E- Sourcing, E-Biding & cost effective through new Vendor development & CAPEX Budgeting.
- Well-developed Negotiating and Problem Solving Skills. Strategic Thinking, Sense of Urgency and Setting up Right Priorities.

Academic Credential:

- **MBA** from **Guru Jambheshwar University, Hissar.**
- **Executive MBA in Supply Chain Management** from **EIILM University, Sikkim.**
- **Mathematics Graduate** from **M D University, Rohtak.**
- **Certificate in Challenges in Purchase Management** from **Bombay Academy of Management Studies.**

Technical Credential:

- **Diploma in Electricals** from **EIILM University, Sikkim.**

Software Credential:

- **SAP Material Module, ORACLE R12, ARIBA, WINDCHILL, MFG-PRO & Tally 9.**

Personal Profile:

- **DOB** : 15th December 1982
- **Languages Known** : English and Hindi
- **Address** : **VPO Dungarwas , District Rewari, Haryana - 123406**

Declaration

The above information furnished by me is true and correct.

AJIT SINGH