

AJIT SINGH

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Career Objective:

To hold a leading and challenging position in Raw, CAPEX & Indirect 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 39 years old Professional with over 16 years of experience in Supply Chain Management, Raw 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
- Vendor Development
- New Product Development
- Planning & Inventory
- Sourcing & Negotiation
- Imports Procurement

Professional Experience:

SAKATA INX INDIA LTD

Aug '13 to Present

SAKATA is a Japan based multinational company with 2.5 Billion USD turnover. SAKATA is leader in manufacturing the offset & gravure printing ink.

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-Biding through ARIBA.
- Managing the new vendor development for cost effective product without hammering the quality & reliability.
- Sending the RFI & RFQ to vendors for sourcing of Raw materials, new machines & project equipment 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 supply schedule with supplier's for Raw materials, Indirect & Service contracts.
- Analysis & controlling of Inventory through ABC & KANBAN system.
- 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.
- Negotiation for the prices after internal costing and technical discussions.

- Regular follow up with supplier with respect to the lead time for timely availability of materials at plant.
- Responsible for MIS reports. Supporting the CAPEX Budget Planning.
- Responsible for procurement all IT product & Services.
- Responsible for all consumables, Capital items, machinery spares & service contracts.
- Dealing with CHA for material clearance from custom.

Significant Highlights:

- **Currently working on new project of U V Ink facility at Panoli, Gujrat.**
- **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 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 MIS reports. Supporting the CAPEX Budget Planning.
- Responsible for all machinery spares & 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 negotiation of CISCO Hardware which gives the saving of Rs. 36 Lacs.

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:

- NPD, 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 Dungerwas , District Rewari, Haryana - 123406**

Declaration

The above information furnished by me is true and correct.

AJIT SINGH