

AMAR GARG | IIM, NIT Alumnus

Result-oriented individual with strong business acumen and good analytical skills. Looking for a role in **“Sourcing/Procurement”** to utilize excellent global sourcing, planning, strategy, and logistics skills honed from 3+ years of sourcing experience. Offering advanced MS Office along with excellent negotiation and communication skills.

WORK EXPERIENCE

Sourcing Specialist
Akzo Nobel India Ltd,
India
May 2018- Dec 2019

- Managed **direct raw materials** with annual spend of ₹250 Cr for India region comprising of 5 plants.
- Reduced total cost of ownership (**TCO**) and reported combined savings of approx ₹6 Cr under **price to price initiatives** (P-P), **value engineering initiatives** (VE) and **supplier productivity initiatives**.
- Shared view on **RM price and inventory trends** with the team; surfacing timely **opportunities** and **risks**.
- Evaluated **national and foreign vendor markets** with careful thought given to overall value (**QDCIS**) with goal to reduce the raw material price index (RMPI).
- Responsible for **contract management** including development, approval, implementation and maintenance; and managing **strategic vendor relationships** in line with the global strategies.
- To mitigate the risk of supplies and ensure sustainable development enrolled 2 key suppliers under **EcoVadis**.
- Successfully completed trainings on strategic sourcing methodology (**SSM**), contract lifecycle management (**CLM**) and e-sourcing (**RFQ**).

Procurement Manager
Akzo Nobel India Ltd,
Bangalore
July 2017- Aug 2018

- Revamped the **ordering process for imports** by designing and implementing an excel tool; presenting an **advanced view on RM stock position** against the DR and consumption numbers for next 3 months; enabling the team to place timely orders; and **developed training documentation**.
- Shared **weekly MIS report for local RMs** based on SS-ROP model, enabling team to take actions.
- Handled **replenishment and new development of packaging material** for 7 BUs, covering an annual spend of ₹24 C. Reduced inventory by 40% by following **JIT concept** and liquidating **SLOB items**.
- Handled **direct materials** with an **annual spend of ₹50 Cr** and managed to improve the manufacturing schedule adherence (**MSA**) due to additive shortage by 50%.
- Oversaw the complete **PFR and Tolling** activities for the site involving end to end processes, starting from vendor identification & negotiation to technology transfer under NCNDA and commercial upscale.
- SPOC** for all raw material custom house clearing agents (**CHAs**) and freight forwarders (**F&F**) for the site.
- Established inventory parameters** to absorb delivery delays and assist in better production turnaround time and investigated various supply chain issues.
- Analyzed demand forecast** vs. actual demand of over 300 items to minimize RM stock-outs and **vendor capacity issues**; and achieve **service level target of 98%**.
- Managed suppliers** by establishing periodic meetings to review performance and execute any corrective actions for low performance.
- As a part of integrated business processes (**IBP**), led **collaborative meetings** between Operations, R&D, Sales and Planners, communicating supply chain constraints and providing **recommendations for resolution**.

Sourcing Manager
Strategic Procurement
Tata Steel Ltd.
April- December 2016

- As a part of **central buying** team for Tata Steel group, sourcing **coal raw materials** (coal and coke) from International as well as domestic markets worth **Rs 120 Billion**.
- Studied existing **stock management** and coordinated with IT team on **SAP project**, taking data (consumption rate, inventory profile, lead time, logistics) online, and enabling **latest information access** to the team around the globe.

SUMMER INTERNSHIPS

Indian Institute of Management Raipur

JK Cement Ltd.
April - June 2015

- Received **‘Letter of Recommendation’** from project guide for exemplary work.
- Planned and executed **B2B quantitative research** to study **competitive analysis** of JK White Cement and Wall Putty covering 10 cities and 5 villages in Maharashtra.
- Understood **supply chain of JK and its competitors** and found out reasons for **low market share**.
- Designed a **marketing strategy** to increase public awareness and attract the key stakeholders in paint industry.

Dr. BR Ambedkar National Institute of Technology, Jalandhar

Bajajsons Ltd.
June - July 2013

- Oversaw** the production of Rod Chain Adjuster (KZAA) in bikes.
- Implemented measures to **standardize** the manufacturing process and thereby **increase its efficiency**.

POSITIONS OF RESPONSIBILITY

Indian Institute of Management Raipur

Coordinator Equinox 6.0,2015-16	<ul style="list-style-type: none">Coordinated with sponsorship, event marketing, logistics and venue management teams.Coordinated 23 events which garnered a footfall of more than 8000 students from elite B-schools.
Team Member CUSP, 2014-16	<ul style="list-style-type: none">Member of a team involved in Planning and Budgeting of all the events and activities.Responsible for conducting all sports competitions and handling the sports inventory.
Core Team- HR Summit	<ul style="list-style-type: none">Responsible for organizing all logistics related activities of HR Summit, conducted by IIM Raipur.
Dr. BR Ambedkar National Institute of Technology, Jalandhar	
Team Lead Avishkar,2012 (NIT Jalandhar)	<ul style="list-style-type: none">Led a team of 24 members and manufactured an All-Terrain Vehicle (ATV) and participated in a National Racing Event "BAJASAE INDIA", 2012-13.Fabricated a semi-collapsible steering system for the effective, shock proof driving experience.Conducted "Auto Mystery" workshop in Oct, 2012 and assisted around 200 participants in gaining basic understanding about the Automobile Engineering

ACHIEVEMENTS AND CERTIFICATIONS

- Certified SAP Material Master (MM) by UdeMy in July, 2020.
- Certified continuous advanced improvement practitioner (**CIAP**) by Akzo Nobel ISC faculty in February, 2019.
- Successfully completed "**Procurement Fundamentals Program**" organised by Akzo Nobel ISC faculty in November, 2018.
- Published** a case on **Project Management** titled "Monitoring Mantralaya" with **ECCH**, 2016.
- Secured **11th Rank Globally** in second round in **Global Student Challenge** organized by **Supply chain Finance Community**, 2015.
- Certified for successfully completing the Benchmark "**Lean Six Sigma Green Belt**", November, 2014.
- Wrote an article on "**RFID in Supply Chain**" for college magazine "**STRIVE-8.0**", IIM Raipur.
- Completed the '**Pro-E (CAD & CAM)**' course organized by Central Institute of Hand Tools, Jalandhar and **AutoCAD**.

KEY SKILLS AND COMPETENCIES

- Complete knowledge of **Microsoft products** like Excel, Project and PowerPoint.
- Ability to **critique** and understand **vast amount of data**.
- Confident in **presenting to decision makers** in both public and private organisations.
- Ability to handle assignments under **high pressure** and work efficiently to complete them **within the time**.
- Highly motivated with positive **mental attitude** and **excellent communication**.

ACADEMIC QUALIFICATION

Year	Institute/School	Course/Board	Percentage/CGPA
2016	Indian Institute of Management Raipur	PGP	6.5
2014	Dr. BR Ambedkar NIT, Jalandhar	B.TECH.(Mechanical)	7.7
2010	Guru Ram Dass Academy, Punjab	Class XII - CBSE	91.6
2008	Bhartiya Vidya Mandir, Punjab	Class X - CBSE	90.0

ACTIVITIES AND INTERESTS

- Reading** books on operations- The Goal, Goal 2- by **Eliyahu M. Goldratt**, The Toyota Way- by **Jeffrey Liker** etc.
- Playing cricket and football.

PERSONAL DETAILS

- Date of Birth- November 11, 1992
- Marital Status- Married
- Contact Number- +91 7024120122
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