

PRAMOD KUMAR WADHWA

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*An accomplished, qualified and result oriented professional with **total 26 years** of experience with **10 years expertise in capital equipment's/machineries , raw material , spares & general items procurement as well as Supply Chain Management** that directly results in efficiency improvements & cost savings also played major role of **16 years in sales & marketing of capital equipment's / industrial products** to various industries*

*An **effective communicator** with excellent relationship management skills and ability to relate to people at all levels of management.*

ORGANIZATIONAL EXPERIENCE

JINDAL STAINLESS LIFESTYLE LTD, Gurgaon	Consultant-Purchase & NBD	Dec 2021 till date
U.K.PAINTS PVT LTD (BERGER PAINTS), New Delhi	AGM-Purchase	May 2019 – Mar 2021
KAM AVIDA ENVIRO ENGINEERS PVT LTD, New Delhi	GM-North, Ind Div	Sep 2011 – Oct 2013
EEL INDIA PVT LTD (FLSMIDTH) Gurgaon	Manager-Purchase	Aug 2010 - Aug 2011
BIZERBA INDIA PVT LTD, New Delhi	Branch Manager	Apr 2007 – Jul 2010
METTLER TOLEDO INDIA PVT LTD, New Delhi	Sales Manager - Delhi /NCR	Apr 2002 – Mar 2007
ACME FLURO POLYMERS LTD, New Delhi	Resident Sales Engineer – North	Jul 1997 – Mar 2002

JINDAL STAINLESS LIFESTYLE LTD ,Gurgaon as Consultant-Purchase & Lead-NBD Dec 2021 Till date

Key Result Areas:

- To Support the Purchase team in evaluation and selection of new vendors.
- Comparison of vendors prices, techno-commercial discussion & negotiations.
- Meeting with PPC , Production & Quality team for ensuring best quality products to be timely delivered .
- Vendor Registration with ISGEC, PRAJ, TETRAPAK, GACL, BARC, GEA industries.
- Presentations & meetings with industrial clients, OEM & turnkey contractor companies.
- Developing new products for industrial division like tanks, vessels, silos, cable trays, heat sink, gratings etc.

Achievements:

- Successfully finalized deal with Moglix procurement cell for supporting JLL purchase team.
- Ensuring BOP & RM deliveries within time limit for Projects supplies.
- Supported Purchase team for developing new vendors like Dish end vendors , Aluminium rod & pipe vendors , PU paint vendors , SS Tanks & Chimney vendors , Railway component vendors , Flexible tube vendors , Seamless pipes & rods vendors , SS casting Flange vendors , Transporters etc.
- Project capex machineries & other spare parts delivered to projects team within time period.
- Successfully developed vendors of fire extinguisher cylinder & tanks for various clients.
- Business strategy planning successfully achieved for infra-Industrial team to achieve targets.
- Orders received from KEC-KRCL / IRCON & MRT signals for Cable tray in J& K project , Vesuvius India , BARC , Tandem health care KCC,MAX-MUTHOOT Hospital, Resguardo Industries ,JSW Paint ,JSW -vijay ngr, JSW Reality, GEA industries , O.P Jindal university etc .
- Successfully executed dispatch operations of many clients till payment receiving.
- Lead of new business generated –419+ Cr , Enquiries in hand --293+ Cr
- Successfully developed vendors of fire extinguisher cylinder & tank manufacturing clients.
- Business strategy planning successfully achieved for infra-Industrial team to achieve targets.
- Successfully finalized projects with ownership responsibilities.

U.K.PAINTS PVT LTD (BERGER Paints), New Delhi as AGM- Purchase May 2019 –March 2021

Key Result Areas:

- Managing all aspects of purchasing, negotiation, supplier selection, sourcing, cost reduction, timely delivery and value analysis initiatives. Procurement of all 7 plants machineries, dies, moulds, presses, Ball Mills, TSD, Mixers, Tanks, engineering spares of all machines, mechanical / electrical / instrumentation parts, steel, panels, civil & IT related parts.
- Analyse the quality of purchase control processes w.r.t timely supply, cost, quality and take necessary steps for improving the processes / changing the vendors.
- Support the Purchase control team in evaluation and selection of new vendors.
- Develop Vendor Performance Rating System through Periodical Vendor audits and assessments & upgrade it periodically. Mitigate Risk by developing multiple vendors.
- Negotiate costs with suppliers for existing and new materials.
- Coordinating with the finance team in getting the payment done for the respective vendors.
- In addition to that weekly SCRAP SALES negotiation, rates finalization with vendors, co-ordination with stores & final documents submission to management.

Achievements: Promoted from Senior Manager Purchase to AGM-Purchase

- Completed EMULSION & PUTTY plant procurement project related work within span of 18 months .
- Project capex machineries & other spare parts delivered to projects team within time period
- Established the vendor evaluation and selection process. Started vendor management program.
- Worked dedicatedly in COVID 19 duration for spares & project items delivery.
- Resolved all issues of suppliers with finance team after joining.
- Promoted as AGM-Purchase after COVID 19 successful supply to all plants.

KAM AVIDA ENVIRO ENGINEERS PVT LTD as GM-North, Industrial Div**Sep 2011 –Oct 2013****Key Result Areas:**

- Technical discussions/meetings & commercial negotiations with clients.
- Responsible for implementation of Process Management.
- Responsible to support four managers & three engineers for Techno-commercial discussions.
- Responsible for Tenders documentation.
- Group Sales Presentation & Sales negotiations at various corporate clients.
- Forecasting sales revenues for customer accounts on a monthly basis.

Achievements:

- Received order of 60 Lacs from HPCL mittal energy , 40 L from Jammu & Kashmir cement. 58 L from ACC-Gagal cement works, 60L from IL & FS Tollway , 52 L from Prowiz manpower systems for Hindustan Zinc & Konar steel at Orissa. Order of 70 Lacs finalized with LANCO power & 82 L from Bhushan steels & power Ltd.
- Developed new clients for long term credential.
- Maintained old clients relationship for repeat orders.
- Some critical technical points mentioned in tender documents to achieve the Tender .

EEL INDIA PVT LTD (FLSMIDTH) GURGAON as Manager- Purchase**Aug 2010 - Aug 2011****Key Result Areas:**

- Managed all aspects of Purchasing, supplier selection, sourcing & cost reduction. In addition, outsourced fabricated and machined parts, castings, domestic and off-shore electronic components, motors, drives, circuit breakers, PLC controls, and enclosures etc.
- Analyse the quality of purchase control processes w.r.t timely supply, cost, quality and take necessary steps for improving the processes / changing the vendors.
- Develop Vendor Performance Rating System through Periodical Vendor audits & upgrade it periodically.
- Negotiate costs with suppliers for existing and new materials.
- Supervising purchase staff (buyers, administrative, shipping/receiving) who worked together to establish a cost-conscience team.
- Resolving supplier issues within agreed timelines & receiving feedback from the vendor on a periodical basis.
- Instrumental in raising claims for shortage, damage, price difference & wrong parts to principles & follow up for credit note & payments.

Achievements:

- Achieved supplier on-time delivery improvement from 64% to 86%.
- Improved orders' completion time with 90% success rate by enforcing Standard Operating Procedures.
- Preparing annual maintenance contracts with equipment suppliers / manufacturers
- Supported vendors with design team for quality work & finance team for payment issues.
- Solved all previous issues of vendors from stores & finance team regarding payments.
- Vendor Performance Rating System improves their confidence & also benefitted company.

BIZERBA INDIA PVT LTD. as Branch Manager-Industrial Sales**April 2007 – July 2010****Key Result Areas:**

- Having experienced for weighing surveys, Weigh audits & application study at various dept. Of Process Plants in Pharmaceuticals, Chemicals, Foods Industries.
- Developed Customers & Key account base in Pharma, Foods & Chemicals segments at North India.
- Key account Management in Sales Process & Group Sales Presentations/ Sales negotiations to various corporate clients.
- Motivating all personnel in the region to set goals & achieve their targets.
- Technical & commercial support to Dealers , Payments & C- Form Collection.
- Motivating Team management including recruitment, training and support to team members.

Achievements:

- Successfully established Company's products competitive markets in north India .

- Promoted as Branch manager-Industrial after 1 year.
- Sales Growth : 130% Contributed Share within 2 yrs to the Company's Turnover.
- 20 crore Orders received from 42 lacs from Reckitt & Benckiser , 62L from IOCL , 36L from Perfetti, 77 L from Anmol bakers, 78 lacs from Nestle, 89 L from Mother Dairy, 21L from Patanjali pharma & food, 48L from Nick pharma etc
- Handling team of 13 North India Staff members (4 sales + 6 servicing & 3 others)

METTLER TOLEDO INDIA PVT LTD as Sales Manager - Delhi /NCR

April 2002 – Mar 2007

Key Result Areas:

- Generating secondary sales from key accounts, Institutions & OEMs etc .
- Developed new clients & maintained existing client base.
- Identifying, developing, retaining key corporate accounts.
- MIS Reporting on weekly/monthly/yearly basis.
- Prospecting, generating enquiry and win new accounts.
- Sales Forecasts/ Inventory Management.
- Technical & commercial support to Dealer.

Achievements:

- Order of 330 lacs from SRF chemicals , 54 L from DCM Fabrics, 12 L from Giex Foods , 182L Jubilant organises, 27 L from Paras milk, 39L from Hindustan Lever, 28L from mankind pharma, 36 L from Parle Agro, 88 L from Anmol Bakers and 26 L from Revex plasticizer & many more .
- Handled team of 2 ASM in rudrapur & Haridwar region.
- Supported DSM to achieve target of 10 Cr every year.

ACME FLURO POLYMERS LTD as Sales Engineer - Delhi /NCR

Jul 1997 – Mar 2002

Key Result Areas:

- Responsible for increase in sales turnover in northern region.
- Analysing the market and competitor activities to formulate strategies for increasing sales.
- Weekly report to G.M.(Marketing) regarding sales improvement and new queries.
- Handling & supporting Dealer activities.

Achievements:

- Developed clients like Maruti Udyog Ltd., K.G. Khosla compressor, Clutch Auto, Escorts , Shyam Telecom, Hero Honda , Sundram fastners, Resistoflex Dynamics, Kanoria chemicals, Jubillient Organisations, Daurala organics etc.
- Increase sales turnover from 20 L to 140 L / yr.
- Reduced outstanding balancing to approx. negligible with almost all customers.
- Sales Growth : 170%

ACADEMIC DETAILS

- Bachelor in Production Engineering from Dr. Babasaheb Ambedkar Marathwada University, Aurangabad.
- MBA (Marketing) from M.D University, Rohtak.

IT Skill:

MS Office , Coral Draw, Photoshop etc

PERSONAL DETAILS

Date of Birth: 6th Aug, 1971
 Language Known: English, Hindi, Punjabi, Rajasthani, Marathi