

PRAMOD KUMAR WADHWA

Ph: +91-9818500463,7678183426, 011-79679793

E-Mail: pramod_wadhwa@rediffmail.com

Address: Flat No.80, Masjid Moth, DDA flats, Ph-II, New Delhi-110048

An accomplished, qualified and result oriented professional with over **23 years** of experience in sales & marketing of capital equipment's / industrial products to various industries like **Cement, Steel, Power, Automobiles, FMCG, Food, Pharmaceuticals, Chemicals, Rubber, Fertilizers, Textile, Polymer, Retail ,Airports, NHA** etc., with an expertise in **end-to-end Procurement / Supply Chain Management** that directly results in efficiency improvements & cost savings.

Also possess 6 years of **entrepreneurship experience** in purchase of all engineering spares / machines & gift products

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

CORE COMPETENCIES

- Scheduling, organizing & controlling all requisite activities to perform such as sourcing, techno - commercial evaluation, negotiation, recommendation, inspection, expediting & tracking, reporting, logistics & delivery, payment processing, etc.
- Planning material & developing vendors for obtaining timely procurement of materials & equipment at cost effective prices to ensure smooth execution of projects
- Identifying & developing potential vendors for the right – source selection and achieving cost effective purchases; resolving bottlenecks & reducing lead time
- Reviewing the purchase arrangements with suppliers including price, delivery, performance and discounts
- Drafting, reviewing & negotiating contracts & subsequent administration with suppliers
- Interacting with external suppliers / agencies for efficient negotiations on price, delivery schedule and other terms & conditions
- Preparing annual maintenance contracts with equipment suppliers / manufacturers
- Managing purchase operations inclusive of sourcing, order processing, materials management, etc.
- Administering day-to-day vendor's performance to ensure meeting of service, cost, delivery and quality norms

ORGANIZATIONAL EXPERIENCE

U.K.PAINTS PVT LTD (BERGER PAINTS), New Delhi	Sr Manager-Purchase	May 2019 till date
BRAHMA CREATIONS & TECHNOLOGIES, New Delhi	Director-Sales & Operations	Aug 2013 – Apr 2019
LARAON ENGINEERS & CONS PVT LTD, Gurgaon	GM-Sales & Operations	Dec 2012 – Jul 2013
KAM AVIDA ENVIRO ENGINEERS PVT LTD, New Delhi	GM-North, Ind Div	Sep 2011 – Oct 2012
EEL INDIA PVT LTD (FLSMIDTH) GURGAON:	Manager-Purchase	Aug 2010 - Aug 2011
BIZERBA INDIA PVT LTD,	Branch Manager	Apr 2007 – Jul 2010
METTLER TOLEDO INDIA PVT LTD	Sales Manager - Delhi /NCR	Apr 2002 – Mar 2007
ACME FLURO POLYMERS LTD:	Resident Sales Engineer – North	Jul 1997 – Mar 2002

CAREER ACHIEVEMENTS :

- Achieved supplier on-time delivery improvement from 64% to 90%.
- Improved orders' completion time with 95% success rate by enforcing SOP.
- Increased sales growth of 80% to 120% by using CRM.
- Successfully established Company's products in competitive markets with OEM & dealer network .
- Project machineries & other spare parts delivered within time period
- Solved all previous issues of vendors with finance team.
- Developed & retained customers from chemical, food, pharma , cement industries

U.K.PAINTS PVT LTD (BERGER PAINTS), New Delhi
Sr. Manager Purchase

May 2019 till date

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, molds, presses, Ball Mills, TSD, Mixers, Tanks, engineering spares of all machines, mechanical / electrical / instrumentation parts, steel, panels, civil & IT related parts. In addition to that weekly SCRAP SALES negotiation, rates finalization with vendors, co-ordination with stores & final documents submission to management.
- 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.

Achievements:

- Completed EMULSION & PUTTY plant project within span of 18 months .
- Established the vendor evaluation and selection process. Started vendor management program..
- Worked dedicatedly in COVID 19 duration for spares & project items delivery.
- Resolved supplier all issues with finance team

**BRAHMA CREATIONS & TECHNOLOGIES, New Delhi
Co-Founder****Aug 2013 – April 2019**

- Managed for development of new accounts & maintaining current accounts with good quality & lowest price purchase.
- Team handling & purchase of engineering spares /machines & gift products.
- Developed clients like Airtel, IFFCO, Tata ,Exide life insurance, DELL, SBI, Marriot, Westin , Lemon tree Hotels, Ballarpur Industries, Coromandal Agrico, Kirloskar Brothers, Airone Airlines, Genpact, Groupon, Snapdeal, Amazon, Flipkart, BI Worldwide, Beyond 360, Edenred, Evolve brands , Anmol Bakers , Indus etc

**LARAON ENGINEERS & CONS PVT LTD, Gurgaon
GM-Sales & Operations****Dec 2012 – July 2013****Key Result Areas:**

- Accountable for supervising and executing pre sales & operation activities: Tenders/ enquiries / RFQ for all systems.
- Responsible for Project Execution, Project Management, Planning, Construction, Contracts, Tendering etc.
- Responsible for Sales & business development activities by generating leads, Budgetary quotes and direct enquiries from Oil, Energy and Gas sector giants.
- Product presentations and initiating process to get product specifications approved in Oil, Energy and Gas sector companies, Railways, ITDC and ensuring repeat business from customers.
- Vendor, sub vendor development and final vendor negotiation after order finalization by customer.
- Reporting to Chairman about sales & operations, new tenders, progresses & payments.
- Forecasting sales revenues for customer accounts on weekly / monthly basis.
- Liaising with clients, subcontractors and other professional staff.

**KAM AVIDA ENVIRO ENGINEERS PVT LTD, Pune
GM-North, Industrial Div****Sep 2011 –Oct 2012****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- Galgal 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.

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

- Managed all aspects of Purchasing, strategic planning, supplier selection, consolidation, qualification, sourcing, cost reduction and value analysis initiatives. In addition, flow of all raw materials: stainless, carbon steel, bronze, brass, aluminium, plastics. As well as Outsourced fabricated and machined parts, castings, domestic and off-shore electronic components, motors, drives, circuit breakers, PLC controls, and enclosures.
- Analyze 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.
- Negotiate costs with suppliers for existing and new materials.
- Supervising purchase staff (buyers, administrative, shipping/receiving) who worked together to establish a cost-consciousness team.
- Resolving supplier issues within agreed timelines & receiving feedback from the vendor on a periodical basis.
- Coordinating with the finance team in getting the payment done for the respective vendors.
- 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.

**BIZERBA INDIA PVT LTD. Navi Mumbai
Regional Branch Manager-Industrial Sales (North)****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 Regional head-Industrial after 1 year.
- Sales Growth : 130% Contributed Share of Rs.1250 Lacs within 2 yrs to the Company's Turnover.
- Achieved Order of 42 lacs from Reckitt & benckiser & 48 lacs from Nestle.
- Handling team of 13 North India Staff members (4 sales + 6 servicing)

**METTLER TOLEDO INDIA PVT LTD
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:

Sales Growth : 90% achieved Order of 33 lacs from SRF chemicals , 14 L from DCM Fabrics, 12 L from Giex Foods and 26 L from Revex plasticizer.

**ACME FLURO POLYMERS LTD.
Sales Manager - 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 Organisisys, 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