

# RAMAN KUMAR

Persuasive and influential professional with skills in adding value to the organization, targeting opportunities in Procurement, Strategic Sourcing and Vendor Development.



Raman.kaushish1@gmail.com  
+91-9896488859/8168060396

## Profile Summary

- A competent professional with 12+ years of expertise in Procurement/Vendor Development in Automotive, Pulp and Paper, Technology based verticals.
- Effective and Forward-thinking Procurement specialist, bringing Valuable Industry experience and the skills to achieve real results. Adept in developing key relationship with strategic partners, bringing the ability to effectively oversee all process related to the advantageous procurement of goods and services.
- Functional Procurement experience managing direct and indirect categories. Knowledge and experience of best practice category management, sourcing, Indirect & Capital purchasing, contract management.
- **Work experience ranges from optimizing sourcing of Project, CapEx, OpEx (Indirect Purchasing), and Strategic items, Import, Service and Contracts Management.**
- Determine appropriate end-to-end processes and tools needed to achieve development, delivery, reliability & availability goals.
- **Implementation and compliance to policies, procedures, and controls to ensure effective procurement activities and vendor execution.**
- Establish & maintain strong working partnerships with key suppliers.
- **Performance monitoring against SOP and the Key Performance Parameters, analysis of variances.**
- Understanding of ERP like SAP, Oracle, Ariba Buyer and Technical tools like Excel.

## Career Timeline



## Core Competencies



## Work Experience

### Deputy Manager - Procurement with Johnson Matthey India Pvt. Ltd., Manesar, Since Feb 2020

#### Role:

- Position responsible for the end-to-end processes of Procurement function of Manesar unit.
- Oversee Management of a total Spend of >5M€ including Capital & indirect purchasing, packing materials, Gases, Operating & Manpower supply contracts related to plant operations & Service Category.
- Implementation and compliance to policies, procedures, and controls to ensure effective procurement activities and vendor execution.

- Defining and executing category strategies, contract management and supplier relationship management.
- Formation & implementation of SOPs, identification of KPIs for individual buyers and ensuring the adherence to the defined sourcing process for optimum spend management.
- Performance monitoring against SOP and the Key Performance Parameters, analysis of variances.
- Framing Procurement Strategy & Purchasing policy in line with business requirement.
- Vendor evaluation and selection for Indirect, Capital, Contract & Service Category includes :
  - Capital Equipment (Capex) purchases
  - Indirect Purchasing including Spares Management
  - Industrial and Specialty Gases
  - Packaging Materials
  - Production Consumables
  - Special Purpose Machines
  - Annual maintenance Contracts (AMC)
  - Contracts related to Integrated Facility Management (IFM) & Manpower for Production support, IT, HR & Admin, Outbound Logistics etc.
- Green Field, Utility & Turnkey Project Purchase.
- Management of Local and Overseas Vendors.
- Monitoring & evaluating performance of suppliers & outsourced service providers.
- Single point contact for internal, external & statutory auditors for Procurement. Review & resolution of observations.
- Preparation of MIS

#### Team Member – Purchase with Saint-Gobain India Pvt. Ltd., Bhiwadi, Jan 2017 – Jan 2020

##### Role:

- Green Field Project Purchase on Turnkey & BOQ Basis, which includes Earthwork, Civil, PEB, Electrical (HVMV/LV), HVAC, Air Compressors, Clean Room, Utility Piping & Fire Fighting, Building Electricals, Warehouse Storage Racks, Office Interiors Works, and Office Furniture Packages etc.
- Looked after Capital & Indirect Purchasing, Raw Materials, Child Parts, and Production consumables.
- To Prepare/issue and follow-up for Enquiry Document/RFQ Document/Tender document. Techno commercial Evaluation of offers and preparing Tabulation/Comparative statement/Summary of all the received offers.
- To prepare approval Letter in accordance with established procedures and to issue LOI/LOA/Purchase Order/Work Order after finalization and negotiation of all terms and condition.
- Accountable for receiving purchase indents/requisitions from user dept.
- All Post Order activities i.e., follow up for drawings/documents, arranging inspection/materials/transportation with coordination of Logistics department.

#### Assistant Manager- Purchase with Ballarpur Industries Limited, Yamunanagar, Dec 2010- Jan 2017

##### Role:

- Purchasing of Capex, machines spares, Engineering Items, which includes Bearings/V-Belts/Pumps/GearBoxes/Compressors/PaperMachineRolls/ConveyorBelts/Valves/ Couplings/Housings/Fabrication items.
- Releasing RFQ, obtaining quotations, making comparisons, Generating Purchase/Service Orders with understanding of input procurement Systems.
- Post ordering Activities i.e. follow up for drawings/documents, arranging material delivery.
- Material Distribution system management by providing Commercial clearances & related funding, Payment and account reconciliation of the Vendors.
- Accountable for receiving purchase indents/requisitions from user dept. & Preparation of MIS.

## Achievements

- Green/Brown Field Project Purchasing with Saint-Gobain India/Johnson Matthey India Pvt. Ltd.
- Implementation of Procurement Excellence process in Johnson Matthey India Pvt. Ltd.
- Employee of the Year award in 2021.

## Education

- **B.Tech (Mechanical)** from Haryana Engineering College (Affiliated to Kurukshetra University) in 2010. MBA (Operations Mgt.) through Distance Learning from MDU, Rohtak in 2013.

## Personal Details

**Date of Birth:** 27-Nov-1988

**Languages Known:** English and Hindi

**Current Address:** F-803 Nimai Green Society, Bhiwadi

**Permanent Address:** Rooja Peer Colony, Bilaspur, Distt- Yamunanagar (Haryana)