

# CHETAN VERMA

## Certified Professional in Supply Management (CPSM®)

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### CAREER OBJECTIVE

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A Senior management role in Procurement and/or supplychain with learning & growth-oriented organization where my techno-commercial acumen, strong execution focus with strategic alignment, and developing & managing people can help accelerate industry leading performance.

### SUMMARY QUALIFICATION

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Total 16 years of experience in managing Procurement, Supplychain, Manufacturing in Specialty Chemicals Industry, handled budget of INR 450 Cr, Multiple plants and 50% global sourcing. Adept in dealing across-functions at all levels.

A result-oriented person, driven by values and strong team player.

- Recognized for 100% target achievements, creating values in Tens of Crore INR.
- Responsibilities included direct material supplychain & procurement with complex product matrix and business segments, Category sourcing, Negotiations, TCO, Contract Management, RCA for Complaint and Supply breakdown, new material sourcing, product standardization & market intelligence, complex SCM projects such as plant shifting/starting/closer, ERP implementation and S&OP planning for multiple plants.
- A focused problem-solver who takes initiative to create best in class practices, ensuring cost saving through negotiations, vendor development & long-term supply surety.
- Worked with Business Owners, Executive Team & Global Category Teams.
- Ensured strategic advantage for Organisation through focus on cost control, profit improvement programs, Market Intelligence, Stakeholders management, Project Management, Building responsible supplychain upon Safety and Sustainability, Regulatory & QEHS compliance, People development, Business Continuity plan (BCP) implementation & Supply Risk management etc
- Experienced in handling large operations team, Logistics service provider, global sourcing, Export-Import, subcontractor management, improved key matrix with Analytics such as OTIF, Price index, new product introduction, yield and, identifying key bottleneck and cash-flow management using 6 levers.

### HIGHLIGHTS

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- **Procurement & Supply Chain:-**
  - Experienced in Procurement Management (INR ~450 Cr) of centralised function for multiple sites in India (@Visen & @DIKL) and one in UAE (@Visen).
  - Developed organisation's competitive edge by market analysis, price forecasting, spend analysis all categories, RM & FG price-index, risk management, cost control & total cost of ownership (TCO) analysis, 'dynamic' stock norms.
  - Key Materials handled – EO, PO, Maleic Anhydride, Styrene, Monomers, EVA, Acrylamide, HDPE, Castor Oil, Fatty Alcohol, Fatty Acids, 50 % Global Sourcing, Packaging, MRO items, utilities, consumable and indirect category.
  - Contract Management for Direct material sourcing, services and logistics service provider (30 Nos, ~25Cr @ Visen)
  - Handled Category Management initiatives, viz. RSPO based Fatty Alcohol & Fatty Acids, Sourcing of RMs under Efficacy, Cycle time reduction with local sourcing, sourcing new RMs for NPI, New packaging, Haz material logistics etc.
  - Cost reduction by >5 Cr YOY through Negotiations, Vendor development and reduction in single source vendors,
  - Plant shifting project (@Dai-ichiKarkaria) and ensured stock planning, Change Management while start of new Green field plant at Dahej, Gujrat.
  - Single sourced reduction led to Risk reduction and long-term supply surety. This helped business to negotiate aggressively, overcome supplier plant down time and reduced lead time & inventory, over all reduced working capital.
  - Improvement in payment terms & contract management thereby helping in working capital management at the time of cash flow difficulties. There was no plant outage for want of RMs.
  - Strategic sourcing vendor development helped securing business for oil field chemicals (25 Cr) ensured imported RM availability within one month despite high uncertainty in Qt and order placement from customer. All during Plant shifting project IR issues, coordination with production and helping timely exports.
  - Ensuring timely sourcing of new RMs for New product introduction and oil field chemicals business
  - Strong in planning, negotiations, vendor management. Experienced in Imports - Exports logistics and Global sourcing,
  - Commissioned State of Art Warehouse with 4000 Pallets space (@Croda India)
  - Implemented two ERP - SAP (@ Croda India) and Microsoft Dynamics (@Visen) and MRP

- **Manufacturing operations:** - Experienced in Operations and production planning (@Croda), Experienced in Business Process improvements through KPIs, de-bottlenecking, Budgeting, cost control & Variance analysis. Ensured Reduction in breakdown through improved coordination with maintenance & root cause analysis. Profit improvement program and reduction in Slow and obsolete (SLOB) inventory.
- **Sustainability & Regulatory Compliance:** - Ensured strategic advantage for Organisation through QEHS and Regulatory Compliance, Process Safety Management and HAZOP studies (@Croda India), Project Management, Risk Management, OHSAS 18001 implementation, Responsible Supply Chain standards e.g. RSPO, cGMP, Kosher, Hallal Certification etc, therefore building safe, sustainable and responsible supply chain.

## AWARDS

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- 2010 Project Excellence Award for outstanding contribution towards successful implementation of SAP at **CRODA India**  
 2018 Employee of the Month Dec'2018 Dai-Ichi Karakaria Ltd. for contribution towards strategic plant shifting work.

## CERTIFICATIONS

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- 2020 Demand Driven Planning Professional (DDPP®) from DDI – USA  
 2017 Certified Global Negotiation Executive (CGNE), from ISM -USA  
 2017 Fundamentals of Business Management, X-Series Certification, (IIM-Bangalore on EDX, Jan 2017)  
 2016 Supply Chain Dynamics - MITx - CTL.SC3x (MIT on EDX, Nov 2016)  
 2015 Certified Professional in Supply Management (CPSM®) from ISM-USA (Reg. # 10297, April 2015)

## ACADEMIC DETAILS

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- 2004 M.Tech. (Chemical Engineering) from Indian Institute of Technology, Kanpur (IIT-K)  
 2002 B.Tech. (Chemical Engineering) from Indian Institute of Technology– BHU, Varanasi (IIT-BHU)

## PROFESSIONAL MEMBERSHIP

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- Theory of Constraints International Certification Organisation (TOCICO) USA

## SKILLS

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Procurement | Negotiations | Market Intelligence | Risk Management | Process & Tech Integration | Regulatory & QEHS Compliance | Warehouse, Inventory Management and S&OP | Financial Acumen & Cost reduction | Team development | NPI

## PERSONAL DETAILS

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Date of Birth: May 1980  
 Languages Known: English & Hindi  
 Residence: Jaipur (Rajsthan),

## TIME LINE

**March'20 – present As Freelancer Supplychain Management consultant**

**Nov'19 – Feb'20 Jaipur Rugs, Jaipur (AGM - Supply Chain Management)**

**Nov'17–Nov'19 DAI - ICHI KARKARIA LTD, MUMBAI**  
 Designation :- AGM - Supply Chain Management

**Oct'14– Nov'17 VISEN INDUSTRIES LIMITED, MUMBAI**  
 Designation:- Procurement & Logistics Manager

**Apr'07–Oct'14 CRODA INDIA COMPANY PRIVATE LIMITED, MUMBAI**  
 (A global leader in Surfactants and Speciality Chemicals)

**Growth Path:**

Jul'12–Oct'14: Procurement Manager  
 Jul'08–Jun'12: Plant Manager  
 Apr'07–Jun'08: Process Engineer

**Sep'04 – Apr'07 INDIRA GANDHI CENTRE FOR ATOMIC RESEARCH, KALPAKKAM, TN**  
 as Scientific Officer