



P SHANKARAN

Top Management Professional (IIM Alumni and Mechanical Engineer)

Supply Chain Management | Procurement | Logistics | Operational Excellence

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PROFILE SUMMARY

- ❖ **Highly Accomplished Supply Chain Professional** having integrity with **nearly 39 years** portfolio of success in devising and executing business strategies to achieve top-line & bottom-line profitability
- ❖ Comprehensive experience in managing the **entire gamut of supply chain functions** encompassing Procurement, Logistics, Project Execution, EXIM Operations, Material Management, Inventory Control, Vendor Engagement, Process Audits & so on
- ❖ **Key strategist** with expertise in designing & instituting supply chain solutions that drive improvement in performance and overall business results; excellence in driving **process transformations, capital expenditure management** and **P&L oversight**
- ❖ Rich experience in spearheading **Greenfield Project Procurement and Procurement of Capital Goods & Raw Material** across industries; successful in heading spend of approx. **INR 950 Cr.** per annum in FY-2019-20
- ❖ **Start-up Specialist** with success in setting up entire procurement process and developing sourcing strategy with focus on **transforming procurement function into a value creation group** in collaboration with stakeholders, cross-functional partners & supplier alliances to generate year-over-year productivity
- ❖ Excellence in supervising & controlling **logistics & warehousing** and providing valuable suggestions for efficiency enhancement; consistently produced **revenue gains** and delivered **multiple digit growth of market share by Tender Costing**
- ❖ High level of success in **Client Engagement**: Instituting new systems by **analysing current scenarios** and taking collaborative measures to **enhance vendors' efficiency** without compromising on quality/ cost
- ❖ **Delivered competitive advantage** by enhancing operational effectiveness of business units, maximizing profits, minimizing costs and uncovering underlying issues
- ❖ **Key People Leader and sharp negotiator**; highly skilled in **setting strategic goals**, making decisions, & enabling smooth day-to-day business activities; hands-on experience in **SAP Implementation** and Process Optimization

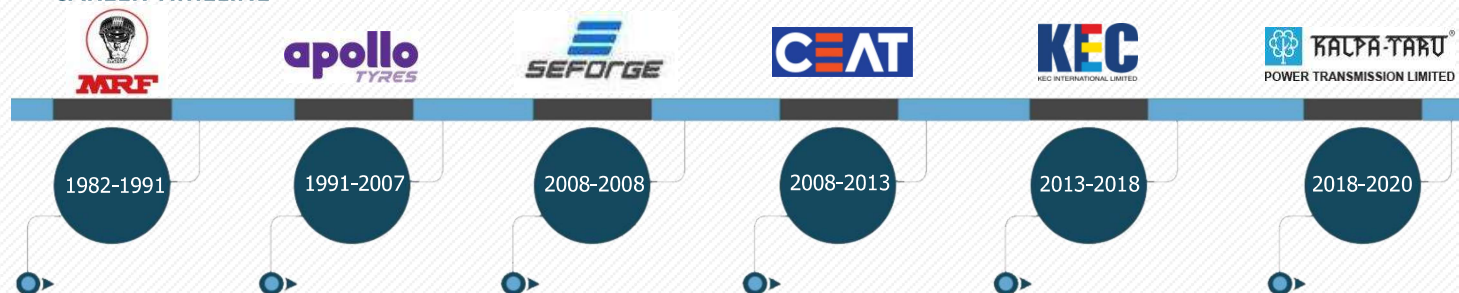


CORE COMPETENCIES

- Strategic SCM Planning & Leadership
- Techno-commercial Functions
- Material Management/ Inventory Control
- Procurement (Sourcing, Contract Management & Negotiations)
- Vendor Development & Management/ Capacity Mapping
- Process Improvement & Automation
- Logistics & Warehousing/ Store Operations
- Spend Analysis/ Cost Optimization/ Revenue Growth
- Team Building & Management



CAREER TIMELINE



SOFT SKILLS



Aug'18-Sep'20 with Kalpataru Power Transmission Ltd, Noida as General Manager Procurement**Key Result Areas:**

- ❖ Worked as Procurement Head, headed a team of 15 members and successfully managed a turnover of INR 950 Cr.
- ❖ Front-led the entire gamut of **procurement & supply chain functions for EPC Projects in Railways Business Unit** including Sourcing Strategies & Implementation, AOP Material Planning, Commercial Operations, Tender Costing, Cost Reduction Plan Implementation and Realization, Logistics, Pricing, Stocking Policy Management, Inventory control and Risk Mitigation
- ❖ Delivered better fulfilment and profitability through cost reductions & quality improvements
- ❖ Acted as a go-to person for identifying improvement areas & driving innovative solutions towards sustainable change and implementation with leadership support and empowerment
- ❖ Designed & communicated strategies to stakeholders and vendors to meet their respective targets & timelines within budget
- ❖ Established strategic relationships with key vendors, achieved aggressive targets in terms of cost, quality and delivery
- ❖ Identified vendor pain points, supported them through review meeting, process optimization & engagement and introduced various schemes for WIN-WIN situation/ vendors' improved performance
- ❖ Performed contracts/ agreements reviews to achieve better contract compliances, best price & quality purchasing
- ❖ Managed Stores/ SCM (including documentation, inventory tracking, transportation, rejection analysis)
- ❖ Proactively negotiated with the suppliers to clarify contract, delivery, term of payment and other issues
- ❖ Monitored & mentored team's performance to ensure efficiency; imparted knowledge about organizational requirements and helped them in improving their performance

Highlights:

- ❖ Headed a team, managing OHE/ S&T/ P. Way Projects from various clients like **RVNL, CORE Powergrid, KRCL** & so on
- ❖ Credited for **doubling the revenue** in the FY 2019-20 over FY 2018-19
- ❖ Conducted spend management & quality analysis and devised various initiatives & plans including Robotic process automation for improving **procurement efficiency**

May'13-Aug'18 with KEC International Ltd., Gurgaon as Head-Procurement**Key Result Areas:**

- ❖ Exhibited leadership and direction in the **procurement and logistics functions across Infrastructure SBU** to support procurement strategy and enhance cost effectiveness in sourcing
- ❖ Led a team of 7 members and provided support in the ongoing projects executing across Pan India
- ❖ Applied market analysis and business intelligence skills to strategize and remain competitive in a dynamic business environment
- ❖ Worked towards promoting a culture of continuous improvement to achieve operational excellence
- ❖ Drove alternate sourcing & alternate suppliers development resulting in profitability

Highlights:

- ❖ Registered a **3 fold increase in bought out revenue** in FY 2015-2016
- ❖ Recognized for accurately estimating bought out cost while bidding for tender
- ❖ **Acquired orders worth INR 1000 Cr. from Railways** by getting a better costing for bought out material in FY 2014-15
- ❖ Successfully managed **post award procurement for RVNL/ CORE/DFCC Projects** to ensure on time completion within budgets
- ❖ Pioneered the **set-up & management of entire procurement process** to make it more cost-effective and delivery-oriented
- ❖ Developed costing of bought out material which helped in **winning tenders worth INR 850 Cr in FY 2015-16**

Dec'08-Apr'13 with CEAT Ltd., Mumbai as General Manager – Materials

Joined as Head Capital Procurement and rose to the positions of GM-Capital Procurement and GM-Materials

Highlights:

- ❖ Spearheaded the **strategic sourcing of capital goods** for various projects
- ❖ Led **capital procurement for the Greenfield Radial Tyres Manufacturing Plant** at Halol with an overall budget of INR 725 Cr.
- ❖ Attained **cost saving of INR 50 Cr.** out through excellent negotiations
- ❖ Successfully managed **end-to-end logistics functions** including EPCG License, Customs Clearance, Local and Overseas Transportation independently with a Lean Team
- ❖ Saved INR 50 Cr. as a customs duty saving by importing under EPCG
- ❖ Coordinated & managed the **import of equipment worth INR 342 Cr.**

Jan'08-Nov'08 with SE Forge Ltd., Vadodara as Assistant GM- Material**Highlights:**

- ❖ Spearheaded **purchase, stores & logistics functions in Suzlon SEZ Project** at Piparia, Waghodia, Taluka & Baroda worth INR 500 Cr.
- ❖ Steered the execution of worth **INR 500 Cr. project for Greenfield Manufacturing Plant**; successfully commissioned the project as per timelines which included INR 275 Cr. worth of import of equipment

- ❖ Led the **implementation of SAP MM Module** during project stage
- ❖ Added value to the organization by **saving INR 82 Cr. as duty** through diligent management of SEZ documentation
- ❖ Executed the **import of the first lot of 4000 MT of raw material** in ingots form Elwood, Austria through containers in a cost effective and timely manner by negotiating with a shipping company; achieved a cost savings worth INR 21 Cr.
- ❖ Authorized to sign bill of entries as **Company Attorney**
- ❖ Established a team of potential and high performance professionals
- ❖ Championed the **formulation of robust policies & processes** to ensure a competitive procurement function, driving enhanced economic value to the enterprise

Apr'91-Dec'07 with Apollo Tyres Ltd., Vadodara as Group Manager - Purchase & Stores

Highlights:

- ❖ Received Apollo Honour Roll from Chairman for outstanding performance in 2003-04; earned a trip to Prague as an incentive
- ❖ Repeatedly acknowledged & awarded with outstanding increments for exemplary performance
- ❖ Streamlined operations for centralizing utility services containing Boilers, Compressors, R.O. Plant, D.G. Sets, Cooling Towers, etc.
- ❖ Recoded cost saving of over INR 1.5 Crores/ annum through diligent negotiations/ discounts with the vendors
- ❖ Steered procurement of:
 - Truck Radial Project involving major contracts & imports of equipment
 - Raw materials, engineering spares, consumables & fuels worth INR 150 Crores
- ❖ Implemented JIT and Vendor Managed Inventory Methods to optimize inventory



PREVIOUS EXPERIENCE

Sep'82-Mar'91 with MRF Ltd., Goa as Senior Supervisor – Mechanical

Nov'81-Aug'82 with Engineering Projects (I) Ltd., Tuticorin as Mechanical Supervisor



EDUCATION & CREDENTIALS

- ❖ **Senior Management Program** from Indian Institute of Management, Calcutta in 2015
- ❖ **BE in Mechanical Engineering** from College of Engineering, M.S. University, Baroda in 2003
- ❖ **Diploma in Maintenance Management** from Annamalai University, Annamalainagar in 1988
- ❖ **PG Diploma in Production Management** from Annamalai University, Annamalainager in 1986
- ❖ **Diploma in Mechanical Engineering** from Govt. Polytechnic, Tuticorin under Directorate of Technical Education in 1981

Certifications:

- ❖ **Internal Auditor for ISO 9000 and QS 9000 Audit** from Quality Growth Services Pvt. Ltd. in 2000
- ❖ **Communication & Interpersonal Relations for Effective Management** from XLRI Jamshedpur in 1998

Courses:

- ❖ **Project Management** from National Institute of Industrial Engineering in 2011
- ❖ **Global Procurement** at International Business Conferences in 2007
- ❖ **Procurement Forum** in 2005
- ❖ **Introduction to Electropneumatics** EP 211; FESTO Didactic Course
- ❖ **Quality Circle** - Launching & Institutionalizing from Quality Circle Forum of India in 1997
- ❖ **Office Skills** for Professional Secretary/ Executive Assistants from Baroda Management Association in 1996
- ❖ **Computer Fundamentals, Disk Operating System, Microsoft Windows and MS Office** from Apollo Tyres Ltd. in 1995
- ❖ **Energy Conservation in Industry** from National Institute of Industrial Engineering in 1995
- ❖ **High Pressure Pumps** from KSB Pumps Ltd. in 1995
- ❖ **First Aid to the Injured** from St. John Ambulance Association

IT Skills

- ❖ SAP S4 HANA, SAP R3, MS Office (Word, Excel & PowerPoint), Microsoft Outlook and LMS



PROFESSIONAL AFFILIATION

- ❖ Institutional Member of EXIM Club; Apollo Tyres Ltd.; 2002-2005



PERSONAL DETAILS

Date of Birth: 21st March 1962 | **Languages Known:** English, Hindi & Tamil

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