



Manjunath C.N.

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| Procurement |

Goal-oriented professional offering nearly a decade of end-to-end Procurement/ Vendor Management / expertise that directly results in efficiency improvements & cost savings.

Location Preference: Karnataka, Andhra/South India

Profile Summary

- A result-oriented professional offering 24 years of a successful career with diverse roles distinguished by commended performance in Procurement, Vendor Management, Project Execution and Team Management.
- Expertise in managing procurement of raw material, spares, services & contracts, AMC's, AMC, ARC, disposal of scrap.
- Proficiency in managing implementation of key procurement & sourcing / alternate sourcing strategies for capital goods including equipment's/machineries; contingency plans and ensuring that plans are aligned with project as well as the production / project / operational requirements.
- Domain expertise in managing incoming & outgoing material activities to ensure accuracy, completeness as well as the quality of materials from supplier's / vendor's end as well as in-house production.
- Excellence in ensuring optimum inventory levels to achieve maximum cost savings with minimum inventory of goods; managing store areas & arranging infrastructure for ensuring smooth flow of operations.
- An enterprising leader with skills in leading personnel towards accomplishment of common goals.
- IMS Documentation, MIS.

Core Competencies

Procurement	Strategy Planning	Scrap Disposal
Process Improvements	Vendor Management	Cost Optimization
Sourcing Strategy	Material Management	Team Management

Organizational Experience

From 01.03.2023 to till date working in Lakshmanan Isola Private Limited, Bangalore Purchase Manager, engaged in manufacturing of Mica based Electrical Insulation tapes (Main customers Railways, Crompton Greaves, ABB etc.,)

Highlights:

- Getting offers from various vendors for different products/ materials, negotiation, finalizing till order closure.
- Exposure in procurement of chemicals, solvents, hardener, adhesives, mica scrap, equipment spares/BOC's, RO treatment plant chemicals etc.,
- Follow up for material supply in time, ensure to get suitable material with best quality at best price.
- To ensure release of payments to customers in time.
- MIS & Audit Documentation.

Previous Experience

From 01.09.2021 to 28.02.2023 working in RK Worldwide Inc., Tumkur as Purchase & Logistic Manager, engaged in Export/Import & various products including industrial related equipment's, medicines.

Highlights:

- Getting offers from various vendors for different products/ materials, negotiation, finalizing till order closure,
- Follow up for material supply in time, distribution to various customer sites, ensuring proper & in time, safe delivery to end customers.
- Material follow up.
- To ensure release of payments to customers in time.

- MIS & Audit Documentation.

From Jun'08 to July'21 Heidelberg Cement India Limited, P.O. Narsingarh, Damoh Dt., Madhya Pradesh as Sr. Manager Procurement (German based company, also acquired Italcementi group/ Zuari Cement Limited, overall cement capacity in country at 12.6 million TPA), due to my personal reasons resigned & relieved from company on 27.07.2021.

Key Result Areas:

- Ascertaining material requirement for operations; identifying and developing a reliable Vendor base in India & overseas.
- Communicating technical specifications, negotiating with Vendors, monitoring Vendor performance to ensure cost effective supply of quality material in right time, right place & from right vendor. Releasing supply schedules to Vendors to ensure on time deliveries.
- Undertaking localization as part of cost reduction and self-sufficiency initiatives.
- Assessing requirement of spares, indenting material; interfacing with user dept. for on time procurement of technically approved indented material.
- Governing inventory function of spares involving planning for storage and use of material so as to improve storage conditions and reduce expenses & wastage to minimum.
- Implementing and preparing documentation for getting ISO 50001:2011 (Energy management) & ISO 45001:2018 (OHSMS) certificates to Organization.

Highlights:

- Steered activities as In-charge of Procurement Dept.; managed a staff of 4 Persons.
- Monitored annual procurement of 30 Crores; managed a vendor base of around 1000 vendors across India/ Overseas.
- Implemented dynamic initiatives to reduce cost of procurement through negotiation with vendors.
- Administered Annual Rate Contracts (ARC) & Annual Maintenance Contracts (AMC).
- Prepared service orders for various projects over the cement plant.
- Achieved good cost reduction in steel in a highly volatile market by developing second source using strong negotiation skills.
- Enhanced productivity of one in-house part by conceiving and implementing innovative solution; saved capital purchase through negotiation.
- Developed and implemented sourcing strategy for spares parts procurement to support the spare excellent sale growth for two continuous years.

Feb'04-Jun'08 with Thermal Systems Hyderabad Pvt. Ltd., Hyderabad as Sr. Engineer Procurement (Thermal Power Project execution company on turnkey basis engaged in manufacturing of waste heat recovery boilers)

Highlights:

- Evaluated quotations technically and study of drawings.
- Released purchase orders/ work orders; followed- up with vendors to meet project schedules within time.
- Prepared packing slips for onward dispatch to sites and contractual documents as per ISO procedures.

Jan'95-Feb'04 with Grasim Industries Ltd., Kumarapatnam, Harihar, Karnataka as Instrument Supervisor (Flagship Company of Aditya Birla group)

Highlights:

Instrumentation Maintenance Operations.

- Maintained instrumentation equipment's in the plant.
- Conducted testing, calibration, installation and commissioning of instruments.
- Steered programming of microprocessor based single and dual loop controllers.
- Handled conversion of pneumatic control loops in to electronic control loops project successfully.

Service Operations:

- Adhered to service procedures with focus on optimizing operational effectiveness of equipment by reducing breakdowns / downtime to minimum.
- Implemented service recovery systems to prevent erosion of internal customer retention levels.

Sep'92 –Jul'94 with Dynamic Communications Pvt. Ltd., Davanagere, Karnataka as Customer Support Engineer (authorized dealer for L&T telecom products)

- Providing customer support and service back up to customers of various sites across Karnataka for Invertors, EPABX (L&T), Fax machines (L&T and Panasonic) and electronic push button telephone instruments, including Installation & commissioning.

Knowledge Purview

- Expertise in sourcing and procurement of Raw material, packing bags, services, contracts, bought out components/BOC, disposal of scrap, inventory management.
- Management Information System/ MIS.
- IMS Documents.

Trainings

Organization: National Institute of Amateur Radio (N.I.A.R.), Hyderabad.

Period: Aug'94-Dec'94

Achievement: Attained 2nd grade amateur radio operating (HAM) license from Wireless Planning & Coordination Wing (W.P.C.), New Delhi.

Organization: One-year Apprenticeship training @ Kudremukh Iron & Ore Co. Ltd., (K.I.O.C.L.), Govt. of India Enterprise engaged in Iron Ore Extraction, Chickamagalur, Karnataka.

Period: Sep'91-Aug'92

Academic Details

- MBA (Purchasing & Material Management) from Omega Institute of Management & Technology, Delhi in 2016 (correspondence)
- Diploma (Electronics & Communication Engineering) from Sree Jagadguru Murugharajendra Polytechnic (SJMP), Chitradurga, Karnataka in 1989. (3 years regular/full time technical course)

Personal Details

Date of Birth: 23rd August 1967

Languages known: English, Hindi, Kannada and Telugu.

Marital Status: Married.

Personnel Strengths: Dedication, Willingness & Positive attitude

Salary Expected: Negotiable

Preferred job locations: Karnataka, Andhra/South India.

Exposure to software: Operating system: Windows XP, Packages: MS Office, Database: SAP MM module, PPT/Presentation, Outlook.

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