

# VIPIN DAS

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## INNOVATIVE AND RESOURCEFUL PROCUREMENT MANAGEMENT PROFESSIONAL

*Track record of delivering superior results by implementing strategic procurement, sourcing, cost reduction, supplier negotiation and relationship management program that optimize the value from the supply chain*

### EXECUTIVE SUMMARY

- Result oriented professional with nearly 12+ years of experience in developing and maintaining sourcing vision, processes and organization for selecting, managing and developing the enterprise's strategic suppliers.
- Proven track record in implementing cost saving measures to achieve substantial reduction in terms of transport solutions and clearances indigenization, value engineering and vendor base reorganization.
- Thorough experience in directing the development and implementation of key procurement strategies / contingency plans and ensuring that strategies and plans are aligned with organizational objectives
- Deft in handling project management activities which include planning, scope management, estimation, resource administration and completion of project within specified parameters
- Through professional with proficiency in delivering in local & global sourcing functions with profound expertise in supplier identification, audit and certification for cost control and quality management
- Executed unified process and initiatives that improve cost, quality, delivery and service criteria and foster long term collaborative relationship with vendors
- Comprehensive knowledge of handling import shipment clearance, as well the export formalities and documentation
- Strong organizer, motivator, team player and a decisive leader with successful track record in directing from original concept through implementation to handle diverse market dynamics

Active Listener



Innovative



Communicator



Thinker



Intuitive



Collaborator



### EMPLOYMENT DETAILS

Ayoki Group Companies - Deputy Manager—Procurement & Logistics: From Sep-2007 - Till date

#### Significant Contributions

- Engaged in handling procurement of Heavy Equipment's, Machineries, Tools, Electrical tools, Raw materials, for the construction of Cement, Power and Sugar plants except the Plant materials.
- Responsible for handling procurement of Rs.100+ Crores.
- Involved in preparing project wise budgeting, costing & cash flow reports
- Handled shipments across African Countries and Middle East. Also handled inland transportation across India. Tendering and reverse beading auctions to negotiate and get best transportation cost for inbound and outbound logistics operation
- Maintaining compliance to company purchase policy, system, procedures & updated all management systems as well as assured its effective maintenance to meet quality system
- Responsible for maintaining MIS and all periodical informatory reports.
- Identified new vendors in system to support the increased sourcing
- Developed alternate/ new vendors at required times to provide value addition
- Recognized for delivering 3% in a year by finding alternate source and source of material individually.
- Leveraged skills and abilities in overseeing the functions including purchasing of Equipment's, Machineries, Tools, Spares, consumables, all types of service related orders to facility management, fabrication, AMC's , ARC's of equipment ,IT, Administration, Capex & Opex and import material at best competitive price
- Engaged in handling import & Export of all the material, taking care of inbound logistics operations, negotiating the transport contracts for local transportation and developing new vendors at required times to provide value addition

- Responsible for floating enquiries as per the requirement, obtaining offers, negotiating and getting management's approval including all technical and non-technical services in the field.
- Established ARC's and AMC's with party for effective cost savings
- Close monitoring of Projects work completion as well the progressive of work.
- Involved in the localization of various import consumables as well as implemented Vendor Manage Inventory Concept
- Timely alarming for controlling the consumption of material and to control the budget.
- Holds the distinction of monitoring bigger projects viz Cement, Power and Sugar by consolidating various job and finalizing technical specifications
- Demonstrated skills in executing project on enhancing vendor payment terms to improve the working capital
- Successfully worked on various system related projects to:
  - Reduce the lead time between PR to PO
  - Cleaning the old inventory issue
  - Finalized RC with major suppliers for regular materials to avoid delay and timely delivery of materials.
  - Site inventory system implementation.
  - Consumption controlling system by monitoring the work progress.
- Successfully administered SOX audit with zero issue
- Managed and co-ordinate with cross functional teams successfully
- Effectively handled ISO audits and documentation process for the same

## ACHEIVMENTS

- Rate Contract with major manufactures.
- Procurement of brand/quality materials with good credit facility.
- Implementation of Centralized procurement.
- Completed Civil & Mechanical projects with major clients like HCIL, Ultratech, Ambuja, ACC, JayPee, Emami, Dalmia etc

## SKILL SET

### Functional Skills

Procurement  
Commercial Operations  
Materials Management  
Store Operations  
Logistics

Project Management  
Vendor Development  
Cost Control  
Liaising & Coordination  
EXIM

Sourcing  
Demand Generation  
Inventory Management  
Team Management  
Inventory Control

### Technical Skills

- Well versed with:
  - Enterprise Management System
  - MS Office and Tally ERP

## OVERSEAS EXPERIENCE

- Visited China for the inspection of higher capacity cranes
- Visited Ethiopia, Africa for the clearance of equipment's from customs.
- Visited UAE for the project mobilization and vendor finalization
- Visited Indonesia for the project mobilization and vendor finalization
- Visited Nepal for the project mobilization and vendor finalization

## ACADEMIC DETAILS

**Graduate Degree in Economics under Mahathma Gandhi University, Kerala 2004-2007.**  
**Pursuing MBA in Supply Chain Management under Symbiosis Distance Learning, Pune.**

## PERSONAL DETAILS

Date of Birth	17 <sup>th</sup> May 1987
Linguistic Abilities	English, Hindi, Malayalam & Tamil.
Address	Flat No-303, Trishul Apt, Sector 21, Kamothe, Panvel, Navi Mumbai
Location Preference	Mumbai/Pune/Bangalore/Kerala