

SHRUTI SHRIVASTAVA

Summary
<i>Strategic Procurement Leader with 7+ years of experience in delivering end-to-end sourcing solutions across Manufacturing, E-commerce, and Consulting. I specialize in building high-performance procurement engines from scratch and leading complex, global supply chain expansions. By aligning category strategies with enterprise goals, I have successfully optimized multi-million dollar spend bases, driving significant cost-leadership and organizational agility. Expert in navigating complex stakeholder ecosystems to deliver sustainable and scalable growth.</i>

Qualification	Institute	Year
MBA (pursuing)	Indian Institute of Management, Ahmedabad	2024-2026
B.Tech (Electrical Engineering)	BIT Sindri, Dhanbad	2014-2018
XII, CBSE	D.A.V. Public School, Kathara	2013
X, CBSE	D.A.V. Public School, Kathara	2011

Work Experience	(84 Months)
ProcureAbility, Hyderabad	(18 Months)
Consultant- Supply Chain	July '24 – Present
- Leading end to end category strategy for ATCO (Canada) across categories including Contingent Workforce, MSP, VMS, Facility Services, Civil Construction Services, Equipment rentals, etc. Achieved savings of 18% on a total spend of approx. base of USD 70M. - Spearheaded end-to-end sourcing for professional and corporate services including marketing, legal, and HR for DoorDash, Australia and New Zealand with a spend base of USD 40M. - Introduced supplier segmentation, scorecards, and QBR governance, strengthening performance accountability and service delivery.	
Amazon, Bengaluru	(19 Months)
Vendor Consultant, Amazon Vendor Services	December '22-June '23
- Orchestrated end-to-end vendor operations for Amazon's wireless category, optimizing pricing and promotional strategies, enhancing catalog quality, and ensuring sustained business growth through strategic inputs and performance tracking. - Led a team of 6 in cross-functional collaboration, improving vendor performance KPIs (e.g., Vendor Confirmation Rate, Item Data Quality, Delivery to Customer) from 55% to 89% through proactive issue resolution and data-driven planning.	
Flipkart, Bengaluru	(14 Months)
Procurement Associate	October '21-December '22
- Spearheaded 3PL sourcing and end-to-end contract management for Flipkart Quick, negotiating favourable SLAs and cost terms. - Led the expansion of Flipkart Quick's hyperlocal operations by launching 52 Dark Stores across different cities within 11 months, scaling same-day delivery coverage.	
Vedanta Aluminium Limited, Jharsuguda	(34 Months)
Assistant Manager, Commercial	June '18-April'21
- Managed end-to-end strategic sourcing, procurement, negotiation, contract management, and delivery of MRO spares for aluminum and power plant. - Identified 55 high-value line items and led alternate vendor development and indigenization efforts, resulting in cost reduction of up to 25% and total savings of ~\$2M USD.	

Additional Certifications
- Received CEO Kitty for achieving 90% on time delivery for all the materials procured, 100% availability of vital spares with zero stock out conditions and best quality material procured with zero material rejections. - Recognized for the priority implementation of the Contract Lifecycle Management tool for DoorDash operations. - Handled the complete 3PL warehousing preparedness for Flipkart Big Billions Day Deals in 2022 and scaling hyperlocal operations by 52 units in under a year. - Consistently delivered quantifiable savings, including 18% on a USD 70 M spend for Client ATCO Canada

Additional Certifications		
Supply chain excellence From Rutgers University	Supply Chain Excellence an online non-credit course authorized by Rutgers the State University of New Jersey and offered through Coursera	2022

Interests / Extra-Curriculars
Volunteer (Robin Hood Army) - Active member of a zero-funds organization dedicated to redistributing surplus food from restaurants and communities to the less fortunate.
Solving Sudoku & Rubik Cubes