

Supply Chain and Operations Excellence

- A professional with a **leadership experience of ~10 years** in Supply Chain and Operations; **presently leading Commercials** at Navi - a digital first platform in BFSI space currently valued at \$2 billion
- Experienced in **building processes and teams from the ground up** in a fast-paced setup to **support accelerated business growth - headed Inventory Management and Control** for a ₹250 Cr ARR brand
- Experienced in **leading end-to-end multimillion-dollar commercial contracts** for **two of the Largest Oil and Gas companies** in the world.

B2C Business | Zero to One | Cost to Serve | Ops excellence | Supply Chain Control | Team building | Commercial Expertise

PROFESSIONAL EXPERIENCE (~10 Years)

Senior Manager – Commercials, Navi Technologies Limited

Aug'24-Present

1. Driving procurement process optimization, efficiency improvement and commercial strategy
 - Building Commercial processes and defining group level purchase policies in collaboration with CFO's office
 - Co-creating the function's strategy by establishing guardrails focusing on governance and control
2. Leading cost optimization initiatives across all business verticals and spearheading key supplier negotiations
3. Collaborating with Business Finance and Department Heads to align procurement strategies with overall business objectives

Head – Inventory Management and Control, Yulu Bikes (₹200 Cr ARR)

June'22-July'24

1. Built and executed **Inventory and Warehouse operations playbook** to support **peak bike utilization** and **growth of 6X in a year. A jump from ARR ₹25 Cr to ₹180 Cr.**
 - **Spares availability > 99%** to maximize bike utilization and achieve revenue targets
 - **Inventory/sale < 60 days** to keep Inventory lean and unblock working capital
 - **Inventory accuracy >99%** - Two consecutive years of clean external audits by Deloitte
2. Reduced MRO spend to **support core business profitability** and contributed to the **target of EBITDA** positive within 6 months.
 - Alternate sourcing / Localization – Cut down **import dependence by 30 %** to reduce price and lead times.
 - Refurbishment / Recycling of spare parts to **reduce net consumption** of new spares by **70%**.
3. Devised and managed **Foundation roadmap** to grow for **next ₹1000 Cr Topline** in mobility as a service domain
 - Established **4 city level mother warehouses** for inventory replenishment and **20 cluster level MRO hubs** for bike servicing in BLR, MUM, NCR and HYD

Lead (APAC) – Contracts, ExxonMobil India

Feb'20– Jun'22

1. Responsible for **sourcing needs of ExxonMobil** Downstream and Petrochemical plants in **Asia Pacific; managing a spend of USD 60 Million** for manufacturing sites majorly across **Singapore, China, Australia and Thailand**
 - Introduced new products and vendors which **optimized costs of 2M USD**, reduced risk of supply and improved quality
 - **Rapid Market Response** - Ensured Supply chain and **Business continuity** during the initial outbreak of **COVID-19** leading to multi-country lockdown
2. **Category and Team Management**
 - Maintained **on-spec supply chain** with optimum inventory levels for over **50 products** which support over **30 different production plants in Asia Pacific region** (a mix of imports and local supplies)
 - Functional guidance to **Bangkok Buying Team**

Manager – Procurement, Reliance Industries Limited

Jul'14-Jan'20

1. Responsible for sourcing and inventory management of Chemicals spread across Reliance sites including **World's Largest Refining and Petrochemical Complex at Jamnagar** managing a **spend worth USD 43 Million**
 2. Responsible for contract finalization and **award of USD 25 million** for all polyester manufacturing sites at Reliance
 3. **Supplier Relationship Management** – A project executed with **Accenture Consulting Services**
 - Rationalized and Segmented 2500 suppliers: Strategized project objectives, IT enablement and SAP implementation
 4. **Digital Transformation Project manager** for horizontal integration of **Vendor Based Inventory** via EDI with **BASF**
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EDUCATION AND CERTIFICATIONS

- B.E. (Mechanical Engineering) – **Manipal Institute of Technology (2010-2014)**
- Former member of **Think Tank committee - ExxonMobil** India Procurement
- **Certified Procurement Professional - Institute of Supply Management**
- **Green Belt Certified – Six Sigma**
- Interned with **Hyundai Motor India Limited (Jul 2013)** - **Audited manufacturing facilities** of Tier-1 suppliers for Hyundai Grand i10 and **improved asset data** for bodyworks and paint shops.
- Interned with **TATA Motors Limited (Jul 2012)** – Led a **team of 5, validated critical changes** in Control Plan for assembly line ensuring **Product Quality Control**