

KRISHNA CHALASANI – SCM Professional

GLOBAL SOURCING & PROCUREMENT ~ SUPPLIER DEVELOPMENT & MANAGEMENT ~ MATERIAL MANAGEMENT ~ LOGISTICS (EXIM) ~ COST OPTIMIZATION

Strategic Professional, offering over 15 years of rich & qualitative experience in end-to-end Supply Chain Management & Logistics at national level in multi-cultural environment with an aim of increasing cost savings & enhancing organizational growth

Industry Preference: Pharma / Construction



Profile Summary

- Extensive experience in **Sourcing & Procurement for entire range of construction & pharmaceutical equipment, components & raw material**
- A strategic planner with **proficiency in developing long-term relationships with vendors, negotiating prices and managing vendor performance to ensure meeting of quality & cost**
- Excellence in **creating request for purchase quotes**; capable in reviewing procurement volumes by product class / customization / type, thereby identifying appropriate rate & framing contracts
- Expertise in **supervising techno-commercial functions** including tendering/ bidding, sending out RFQs to vendors and finalizing contracts; making payments, preparing purchase orders & ensuring that proper data is captured in ERP, Strong orientation **in sourcing material, issuing fixed & open purchase orders, monitoring the vendor performance through implementing & conducting audits and vendor development programs** including trainings
- Proven strengths in developing company's **Inventory Management strategy** with the aim of controlling budgetary cost within limits that generated savings, rationalized inventory and maximized working capital
- Broad-based subject matter **expertise in managing integrated logistics strategies** that exceed productivity goals and assuring continued success in customer satisfaction along with key departments & strategic business unit
- Track record of implementing various techniques for execution & testing and maintaining SOPs, planning manpower, materials, tools, implementing safe working environment measures for successful project execution and completion

Work Experience

Since July'2022: **Intonation Research Laboratories Pvt. Ltd., Hyderabad as Sr. Manager Purchase**

Key Result Areas:

- Develops a purchasing strategy.
- Maintain records of goods ordered and received.
- Locating vendor of materials, equipment, and supplies and examine them in order to determine product availability and getting delivery on timely basis.
- Prepare and process requisitions and purchase orders for supplies and equipment.
- Review purchase order claims and contracts for conformance to company policy.
- Budget planning for monthly procurement of Raw materials and solvents.
- Looking after the Import and Export of chemicals.
- Develop and implement purchasing and contract management instructions, policies, and procedures.
- Resolves vendor or contractor grievance and claims against suppliers.
- Direct and coordinate activities of personnel engaged in buying, selling and distributing materials, equipment, machinery and supplies.
- Coordinates with fellow managers to monitor inventory and determine

Core Competencies

Global Sourcing & Procurement
Tendering / Bidding / Contracting
Logistics / EXIM
Vendor Development & Management
Material Management
Warehouse Operations Management
Budgeting/ Costing / Forecasting
Cost Reduction Strategies
Demand / Supply Analysis
Verification, Inspections & Audits
Quality Assurance & Control
Project Management

Soft Skills

Team Management & Leadership
Networking/Negotiation/Persuasion
Interpersonal Skills
Motivation/Collaboration
Communication/Presentation Skills

Education

- **MBA (PGDBA)** from ICFAI College, ICFAI University, Vijayawada in 2008
- **B.Com. from** GVP International, Hyderabad in 2006

supply needs.

- Working closely with vendors & contractors to manage and coordinate projects with the business units and other departments, where necessary; creating & managing long-term partnerships with vendors for cost-effective purchases
- Aiding in the negotiating with suppliers and vendors to secure advantageous Terms.
- Maintaining the supplier database, purchase records, and related documentation.
- Ensuring availability & delivery of right products at the right time, and within the price budget; coordinating with Planning, Projects & Quality Teams and Stores for effective inventory control.
- Conducted rate analysis /detailed specifications.
- Comparison statements of different dealers & manufacturers.
- Ensured physical verification of the items received for quality and quantity as well as of the warehouse stock.
- Reviewed & negotiated bid terms & conditions.

June'17 to June'2022: Therachem Research Medilab (India) Pvt. Ltd., Jaipur as Purchase Manager

Key Result Areas:

- Steering all aspects of Supply Chain Management activities including Operations, Demand Analysis, Material Requirement Planning, Inventory Management, Warehouse Operations, Logistics, Vendor Development & Management, Costing & Budgeting, Contract Management, Inspection, Vendor Performance Audits, Project Coordination & Documentation
- Leading a 04 members' team for annual CAPEX budget of 1.5 Crores / USD 55,000 for procuring packing material, QC, R&D chemicals and Engineering Consumables & Services
- Procuring required material / components/ equipment / tools / parts & other items from cost-effective suppliers for the smooth completion of projects
- Conducting requirement analysis, finalizing specifications of parts, coordinating with Designing Team & Plant Team, verification & validation, and so on
- Defining and managing supplier strategy, identification, evaluation, selection and sourcing decisions; negotiating with local suppliers to procure essential materials at reasonable price to achieve cost effectiveness

- Compiling bid packages and issuing Request for Quotation (RFQ); receiving bids and preparing commercial bid summary to arrive at a purchasing strategy
- Receiving & reviewing technical specifications, bill of quantity, drawings provided by project; checking and discussing with project Managers / Production Engineers to determine / search suitable manufacturers / suppliers
- Ensuring availability & delivery of right products at the right time, and within the price budget; coordinating with Planning, Projects & Quality Teams and Stores for effective inventory control
- Managing day-to-day supplier performance, conducting supplier audits & rejection analysis; initiating corrective action at supplier end
- Working closely with vendors & contractors to manage and coordinate projects with the business units and other departments, where necessary; creating & managing long-term partnerships with vendors for cost-effective purchases
- Driving (Inbound / Outbound) logistics operations encompassing new route identification, fleet management and negotiation with freight forwarders for timely delivery of the materials required
- Coordinating for obtaining clearances from various stakeholders like Municipal Corporation/ SRA/ Foreign Delegates for commencement certificates/NOCs & clearances, and occupation certificates
- Interacting with other teams and resolving queries related to SKUs, complex distribution networks, nature of demand, high cost of stock out in terms of loss of sales, overstocking & understocking, and so on
- Complying to store's SOPs, conducting regular audits and physical stock verifications and complying with all legal requirements/ licenses for the warehouse; implementing proper storage practices in warehouse, 5'S & preservations to prevent major components & spares from any damage
- Administering the disposal of scrap & obsolete materials at the best possible market price
- Spearheading standardized receiving, stocking, checking and housekeeping procedures & conducting hazardous material/ safety trainings for employees
- Generating MIS reports on key metrics, non-moving item report, perpetual inventory report, consumption variance report, scrap generated data report, daily shortage items report and so on
- Assigning work to team members; managing their performance, conducting one-on-one sessions, and providing constructive feedback to improve the efficiency for motivating high performance amongst team members

Highlights:

- Successfully completed several audits & inspections:
 - Purchase and warehouse audits of an international client
 - Audits by Internal Quality Assurance Team once in every 6 months
 - Audits by External Team once in every year
- Developed strategic suppliers and negotiated contract agreements to reduce the number of vendors from 30 to a group of 20 core partners resulting in cost saving.

Jun'2008 – May'2017

SEW Infrastructure Limited, Mumbai as Purchase Office

Highlights:

- Managed the CAPEX / OPEX budget of INR 85 Lakhs for procuring essential civil products / raw material / equipment to facilitate smooth completion of prestigious projects like:
 - **Mumbai Metro Rail Project**
 - **Erode Under Ground Drain Work Project**
- Registered firm in different states as a civil contractor of the major classes
- Ensured physical verification of the items received for quality and quantity as well as of the warehouse stock

Products Purchased:

- Cost effectively sourced & procured several items like:
 - Civil Construction Material such as TMT Bars, Cement, Scaffolding Materials, LT Panels, DG Sets, Aggregate & many more
 - Metal like Steel, Aluminum and Copper
 - Reinforced Concrete Frame & Concrete Shear Wall
 - Different sizes of pipes for UGD, STP, and WTP Projects
 - Steel, Sand, Cement, Aggregate, Scaffolding Material & LT Panels
 - Heavy material like Hammers-Excavators, i.e. H130Es Model, Digging Buckets Mini Excavators like 260 mm (10inch), 300mm (12inch) & many other
 - Packing material, QC, R&D chemicals and Engineering Consumables & Services

Personal Details

Date of Birth: 15/08/1983

Languages Known: English, Hindi, and Telugu

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