



RAJEEV GARG

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Qualified Professional offering nearly 3 decades of impressive success in setting up & delivering innovative supply chain and stores & materials solutions and consistently achieving revenue, profit & business growth objectives in rapid-change environments; targeting challenging opportunities in Sourcing, Procurement, Logistics and Supply Chain Management

CORE COMPETENCIES

Global/ Indigenous Strategic Sourcing / Procurement

Vendor Management

Materials Management

Supply Chain Management / Logistics

Project Procurement

Import Operations

Cost Optimization

Techno commercial

Plant Management

Training & Development

Leadership & Team Management

Business Planning

ACADEMIC DETAILS

1983: B.Tech. in Production / Industrial Engineering from Birla Institute of Technology, Mesra, Ranchi

PERSONAL DETAILS

Date of Birth: 25th April 1963

Languages Known: English & Hindi

Address: C-25, Sarita Vihar, Pocket 'C', New Delhi – 110076

PROFILE SUMMARY

- Result-oriented professional with rich exposure across **Sourcing, Procurement, Capex, Logistics (Domestic, Import & Export), Supply Chain Management, Contract Management, Commercial Management, Operations Management, Team Management General Administration and Liaison & Coordination**
- Provided **remedial Sourcing, Procurement and supply chain challenges** with logical thinking, strong analytics, and work plan development in order to improve efficiencies and re-focus client personnel on revenue generating activities
- Adept in **building business relationship** with **Vendors and Freight Forwarders** and **assessing contracts & their performance** by evaluating rejection percentage, improvement rate, delivery timing & credit terms for spearheading complete **Procurement Operations**
- Managed **stock verification, vendor performance, new vendor development, price negotiation with vendor, PO release, material delivery, payment**
- Significant experience in managing initiatives and leading turnkey projects from scratch involving **Purchase Management and Contract & Negotiations**
- Performed exceptionally in various facets of **procuring materials** and inventory control; developed **alternate vendor base** to achieve cost reduction, increase revenues and streamline process workflow
- Developed suppliers including contracts and contract management as well as the internal systems and procedures to operate more efficiently and profitably
- Led **end-to-end procurement function** involving identification of opportunity, releasing Request for Information (RFI)/ Request for Proposal (RFP) /Invitation To Tender (ITT), E-auction, negotiations, placing contracts and management of supplier and contract as per the organization's policies and governance framework
- Relationship Building with Vendors (Transporter, CHA, Freight Forwarder)
- Successfully managed Cost Savings Projects using alternate sourcing, localisation, and global purchases; developed **indigenous vendors and reduced** the cost for imported material
- Negotiating with the freights with the **Shipping Line, Transporters, CHA and designed cargo movement model**, providing the required cost optimization; spearheaded the initiatives for **cost minimization / reduction** in total logistics solution

Jan'21 Onwards Copaltara & Co. Pvt. Ltd., Mumbai/Delhi as Global Procurement Head

Significant Highlights:

- Importers and Indenters for sourcing, procurement of Raw Materials for Polyester manufacturing ,Technical Textiles manufacturing , Industrial Chemicals, Speciality Chemicals
- Engineering Consultant for Chemical and Steel Plants

Oct'19 – Dec'20 Dorf Ketel, Mumbai as Associate Vice President Purchase

Significant Highlights:

- Administering end-to-end procurement management including sourcing, procurement, and planning of Chemicals imports and indigenous (around 80), packing material, lab equipment for Specialty Chemicals for oil refineries, oil exploration additives for Chemical Industry
- Supervising the entire gamut of operations including procurement of raw material and packing material as per the sales order and production plan , negotiating with the suppliers and coordinating for the supply of materials in time as per the purchase order
- Selected the vendors on the basis of price, quality and delivery criteria; identifying & developed vendors base for cost effective procurement of materials
- Developing procurement strategy including identifying, development and negotiating with vendors on the basis of cost delivery and quality features
- Analysing the business volumes and accordingly managing the capacity analysis and augmentation at suppliers' end
- Monitoring contracts with final terms & conditions, deviations and addendums while complying with statutory requirements
- Keeping supply systems effective through need based competent inward logistic system; establishing a strong team of dedicated contributors
- Formulating & implementing procedures for managing non & slow moving inventory covering how to reuse such items, how to dispose not usable, how to define, identify and monitor, non & slow moving items
- Understanding the process, ensuring optimum use of available resources and addressing all bottlenecks within & outside
- Steering inventory planning; coordinating with the manufacturing facilities and centralising operations for maintaining accepted inventory levels; ensuring goods are delivered as promised and meet quality standards
- Formulating annual budget for operations and spearheading the budget optimization; delivering monthly and annual presentation for budget vs. actual; generating and reviewing operational and financial MIS
- Coordinating with PPC, Production and Logistics Department for requirements
- Developing and implementing key strategies for the purchase of materials from sources; achieving cost reduction in procurement and packaging
- vendor performance to ensure adherence to predefined specifications and supply of quality material / execution of job works Consistently evaluating
- Managing availability and delivery of right quality materials at the right time, price and terms; devising efficient logistics management system to ensure delivery of the goods / shipments as per committed timelines and cost

Mar'17 – Oct'19 Copaltara & Co. Pvt. Ltd., Mumbai/Delhi as Global Procurement Head

Significant Highlights:

- Importers and Indenters for sourcing, procurement of Raw Materials for Polyester manufacturing ,Technical Textiles manufacturing , Industrial Chemicals, Speciality Chemicals
- Engineering Consultant for Chemical and Steel Plants

**Oct'15 – Dec'16 SRF Ltd., India's largest Technical Textile Manufacturer, Gurugram as Associate Vice President
Sourcing, Logistics**

Significant Highlights:

- Administered the end-to-end procurement management of INR 1150 Crores annually (USD 153 Million) for Raw Material, Chemicals required for Technical Textiles Business (NTCF & PTCF) across 6 plants spread across India, Thailand and South Africa with a turnover of INR 2100 Crores (USD 324 Million) with units in India, Thailand and South Africa
- Managed the entire procurement/stores operations of Raw material, Class A & B and packing materials for manufacture of NTCF, PTCF CF, PIY including the sourcing of the imported/ indigenous, planning and scheduling
- Sourced direct and indirect spend– ingredients, packaging and capital expenditure (CAPEX)
- Developed alternate vendors for suppliers of PET(Poly Ethylene Terephthalate) and procured at cheaper rates

Dec'11 – Jul'15 Indo Rama Synthetics India Ltd., Gurugram as Assistant Vice President - Materials

Significant Highlights:

- Successfully developed alternative suppliers for supply PTA, MEG which is a major raw material for Polyester
- Responsible for planning and procurement based on PLATTS & ICIS price movement in South East Asia
- Played a pivotal role in developing alternative supplier Titanium Dioxide, Sb203 and procurement at a comparative price scheme than the previous supplies (by 10-15 %)
- Administered the end-to-end procurement/stores operations of raw materials for manufacture of polyester including the imports/ indigenous, planning and scheduling of PTA (3.7 Lac MT per annum) and MEG (1.30 Lac MT per annum), Titanium Dioxide (1800 MT per annum), DEG, TEG, Spin Finish Oil and so on
- Successfully managed an annual procurement of approximately INR 1900 - 2100 Cr. per year (USD 254 – 280 Million) for the raw material and chemicals.
- Significant Highlight: Played a pivotal role in developing alternative supplier Titanium Dioxide, Sb203 and procurement at a comparative price scheme

PREVIOUS EXPERIENCE

Feb'06 – Dec'11 Solaris Chemtech Industries Ltd., Gurgaon as General Manager – Commercial

- Played a stellar role as the in-charge of total commercial activities including procurement/stores functions for 4 plants at Karwar (near Goa), Khavda (near Bhuj, Gujarat), Kharakhadi (Near Vadodra) and Singach (Jamnagar).
- The company makes 30000 mt per annum Phosphoric Acid (industrial grade and food grade), 65000 mt p.a. Caustic Lye, 30000 mt p.a of Bromine, 10000 mt p.a. of TBBA(Tetra Bromo Bisphenol A) HBr (hydro Bromic Acid), and specialty Chemicals. Was incharge of procurement of Raw Material/ consumables – imports and indigenous, consumables, plant spares and Capex procurement.
- Was actively involved in setting up of new TBBA plant worth Rs.170 Crores right from the inception, designing, negotiation finalizing of Consultants, Vendors, order placement – local and imports, delivery, installation and commissioning. of the plant.

Dec'02 - Feb'06 Flex industries Ltd., Noida as Assistant General Manager – Materials

- Served as the in-charge of total purchase encompassing planning, sourcing and procurement of raw materials , chemicals, packing materials, electrical, electronic components, engineering equipment, etc. along with stores operation for Flexible Packaging Division.
- Successfully undertook efforts for getting ISO, HACCP and BRC Certification for the company

Mar'99 - Dec'02 Bharat Explosives Limited, New Delhi as Manager – Materials

- Efficiently handled the procurement /stores of over 80 raw materials for two plants at Lalitpur, Singrauli and Pune Plant with a total capacity of 25,000 MT of explosives per annum
- Actively involved in managing regular import of raw materials, engineering equipment and spares
- Spearheaded the administration of 2 upcoming plants for the procurement of components and spares and effectuated raw materials planning
- Successfully imported total plant machinery for a new pharma grade NG Plant under the EPCG Scheme

Jan'92 – Mar'99 Madhya Pradesh Iron & Steel Company, New Delhi as Deputy Manager – Purchase

- Was involved from the Project Stage. Looked after procurement of Raw materials required for SMS, CCM, and Engineering Spares – imported and indigenous

Jan'88 – Jan'92 Ispat Profiles India Limited, Pune as Senior Materials Officer

- Was involved right from the Project Stage. Looked after procurement of Raw materials required for SMS, CCM, Engineering spares- indigenous and imported. Developed Spares for Rolling Mill etc.

Sep'83 – Dec'87 Hindustan Motors Ltd., Kolkata as Engineer - Production Planning & Quality Control

- In charge of sheet metal press shop looking after production of sheet metal components of the Ambassador and Contessa Classic car.
- QC of finished final assembly line.