

Naresh Kumar Nalam

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Senior Manager (Procurement)

Experienced procurement professional with over 16 years of experience in chemical and pharmaceutical industries. Skilled in vendor management, contract negotiation, and supply chain optimization. Successfully reduced service costs by 5% within 4 months and achieved a 10% reduction in lead times in 6 months. Proven track record of streamlining purchasing operations to drive efficiency.

WORK EXPERIENCE

KOOVE IOT PVT.LTD. • kharagpur • 09/2021 – 10/2024

India's first fully integrated glove manufacturer with indigenous technology for Synthetic rubber examination gloves catering to medical sectors, automobile and manufacturer of carboxylated Nitrile rubber lattices for glove industry.

Sr. Manager (Purchase) • Full-time

- Procurement of Chemicals like Butadiene, ACN, TDM, Sodium persulphate, MAA, Sulphur, pigments, acids, caustic potash, Calcium Nitrate, Hypo, process chemical mixture, ready chemical dispersions for compounding (Domestic & Import), Water treatment chemicals for production process and utility
- Negotiation & Contract finalization, define sourcing strategy, supplier relation
- Instrumental in finalizing long term Supply partnerships for supply chain
- Capex purchase for Synthetic rubber glove plant, synthetic latex plant & Seamless pipe & Producer gas plant
- New vendor development programme & maintain long-term relationship with existing vendors
- Monitoring changes in global supply chain situation connected with geopolitical scenarios and price fluctuation of critical materials, monitoring price index of metals and chemicals
- Procurement of machinery- Rotating and Stationary equipment
- Service contracts of annual maintenance of rotating equipment like pumps, motors, Compressors, Driers & Chillers
- Inventory control of Opex purchase
- Capex procurement with negotiation & contract finalization for Producer gas plant, Seamless pipe project as additional responsibility
- Organizing Contract meeting with Internal stakeholders for material planning and order execution

HLL LIFECARE LIMITED • 01/2008 – 01/2021

HLL Lifecare Limited (HLL) is a Mini Ratna (Category-1 CPSE) Company under the Ministry of Health and Family Welfare, Govt. of India. Manufacturing pharmaceutical API, Finished dosages and medical devices.

MANAGER (PURCHASE)

- Streamlined procurement of direct and indirect chemicals, ensuring on-time delivery to meet production schedules with required quality level and credit.
- Developed 3 new vendors within 4 months, reducing service costs by 5%
- Established and managed annual rate contracts & annual maintenance contracts to streamline purchasing operations and drive efficiency
- Improved machinery and engg. spares procurement, achieving 10% reduction in lead times within 6 months. Established credit terms with OEM/ authorised dealers.
- Strengthened supplier relationships to ensure timely delivery and quality.

DEPUTY MANAGER (QUALITY& REGULATORY AFFAIRS)

- Successfully Implementation of ISO 13485 & CE certification for medical devices
- In-process and Finished Production testing
- Coordinating with Govt. Health Inspector for pre-dispatch inspection for govt. supplies
- Air, water and Land consent and periodic returns to Pollution Control board
- Preparation of dossiers for regulatory approvals from GCC, South Asian countries for export

ASST. MANAGER (PROJECTS)

- Handled high valued equipment procurements for pharmaceutical formulation projects successfully
- Calling tender for equipment procurement. Conducting pre-bid meetings for technical and commercial clarifications
- Evaluated potential equipment manufacturers in terms of capabilities, costs, quality, reliability and technical support
- Conducted commercial bid evaluation and prepared comparative statement by working along with finance team
- Conducted technical bid evaluation along with technical team and obtained clarifications regarding design from manufacturers

ASSISTANT MANAGER (PRODUCTION)

- Manufacture of API
- Manpower planning, Conflict resolution and mitigation
- Coordinate with QC, QA, Maintenance
- Overlooking safety in the workplace and good manufacturing practices
- Maintenance of records for equipment, calibration records
- Continual improvement in production, updating SOP as per current standards

LUPIN PHARMACARE . LTD. INDORE • 01/2008 – 06/2008

JUNIOR ENGINEER

- Installation, Commissioning & Validation of API plant machinery which includes GLRs, Tray driers & validation of utilities
- Analyzing non-conformance & taking corrective & preventive action

SANGHI POLYESTERS PVT.LTD. HYDERABAD • 12/2003 – 07/2004

SUPERVISOR

- Responsible to look after Binary Distillation (Methanol-Water) column
- Achieved 99.97% purity for recovered Methanol
- Responsible to look after thin film evaporator and forced circulation evaporator
- Responsible for troubleshooting and control of purity of products

VANI CHEMICALS & INTERMEDIATES, HYDERABAD • 01/2003 – 06/2003

INTERNSHIP

- Worked as Apprentice trainee in the manufacture of Analgin API from raw material to finished product
- Helped in troubleshooting production problems

ICI PAINTS LTD (NOW AKZO NOBEL) . BALANAGAR HYDERABAD • 06/2002 – 12/2002

INTERNSHIP

- Worked as Apprentice trainee in the Manufacture Oil based paints & thinners, analysis of raw materials & packaging materials

EDUCATION

PGDBM in Operations in Operations

Centre for Distance Education, University of Hyderabad • Hyderabad • GPA: 70%

B.Tech in Chemical Engg.

Dr. B.V. Raju Institute of Technology • Narsapur (Medak Distt.) • GPA: 65.06%

Diploma in Chemical engineering

J.N. Govt. Polytechnic • Ramanthapur • GPA: 68.92%

S.S.C

Secondary School Board • GPA: 74.16%

CERTIFICATIONS

Internal Audits for ISO 9001 & 13485 quality systems

BSI & SGS

TRIZ methods of trouble shooting

CII Bangalore

SKILLS

Business Domains like Production, CE Certification, Contract Management, Cost Management, Inventory Management, ISO 13485, MS Office, Procurement, Purchasing Process Management, Quality Management, SAP ECC 6.0, SAP HANA, SAP MM, SAP QM, Strategic Planning, Supplier Relationship Management