

AKHIL KRISHNA A

Procurement Officer

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PROFILE

I'm Akhil Krishna A, an MBA graduate, excels as a Procurement Officer with a proven track record. Diligent and detail-oriented, he oversees procurement processes with efficiency. Possessing strong negotiation skills and vendor management expertise, Akhil ensures cost-effective sourcing. Adept at fostering positive supplier relationships and optimizing supply chains, he consistently contributes toorganizational success.

PROFESSIONAL EXPERIENCE

01/2020 – 05/2023 Kerala, India

LAKSHMI ELECTRICALS PROCUREMENT OFFICER

- Develop and implement strategic sourcing plans to ensure cost-effective procurement of goods and services.
- Evaluate and select suppliers, negotiating contracts, terms, and conditions to optimize value and mitigate risks.
- Oversee end-to-end procurement processes, from needs assessment to contract finalization, ensuring compliance with policies and regulations.
- Analyze market trends, conduct cost-benefit analyses, and implement strategies for cost optimization without compromising quality.
- Manage vendor relationships, performance evaluations, and continuous improvement initiatives.
- Effectively manage budgets, monitor expenditures, and identify opportunities for cost control.
- Generate regular reports on procurement activities, vendor performance, and cost savings for management review.

03/2018 – 01/2020 Kerala, India

LUXMI ENTERPRISE PROCUREMENT SPECIALIST

- Research and identify potential suppliers, assessing their capabilities and negotiating favorable terms.
- Collaborate with internal stakeholders to understand procurement needs.
- Ensure compliance with company policies, industry regulations, and legal requirements in all procurement activities.
- Conduct market research to stay informed about industry trends, pricing, and product availability.
- Maintain accurate procurement records, including contracts, purchase orders, and vendor information.
- Assist in the development and implementation of procurement strategies to optimize costs while maintaining quality standards.

09/2009 – 11/2012 N Tamil Nadu, India S

06/2008 - 08/2009

Tamil Nadu, India

AKHIL KRISHNA A

NEW INDIA GLOBAL TRADERS SALES EXECUTIVE

- Drive sales growth by prospecting and acquiring new clients while maintaining and expanding relationships with existing ones.
- Conduct market research to identify business opportunities and understand customer needs.
- Meet and exceed sales targets through effective sales techniques, presentations, and negotiations.
- Develop and implement sales strategies to penetrate new markets and increase revenue.
- Build and maintain a strong sales pipeline through lead generation and networking activities.

BRAGENCY SALES REPRESENTA

SALES REPRESENTATIVE

- Conduct product presentations and demonstrations to showcase the value proposition to potential customers.
- Meet and exceed sales targets by effectively managing the sales cycle from lead generation to closure.
- Build and maintain strong customer relationships to ensure customer satisfaction and repeat business.
- Develop a deep understanding of customer needs and provide tailored solutions to address their requirements.
- Collaborate with the sales team and other departments to enhance overall customer experience.

EDUCATION

12/2012 - 12/2015 BBA in Business Administration 04/2016 - 01/2018 MBA in International Business Management 06/2022 - 05/2023 Diploma in Logistics and Supply Chain Management 06/2023 - 12/2023 Biploma in Retail and Supply Chain Management 06/2023 - 12/2023 BTC College Singapore 07/2023 - 12/2023 Strategic Planning 08/2024 - 000 Powelopment Nanagement 09/2025 - 000 Powelopment Strategic Planning 09/2025 - 000 Powelopment Stra						
Chennai, India MADRAS UNIVERSITY 09/2022 - 05/2023 Diploma in Logistics and Supply Chain Management National Council of Vocational Skill and Technical Education 06/2023 - 12/2023 BUKIT MERAH, SINGAPORE FG Diploma in Retail and Supply Chain Management BTC College Singapore • Contract Negotiation and Management • Vendor Development • Procurement & Supply Chain • Logistics forecasting • Inventory Management • Customer Relationship Management • Strategic Planning • Warehouse Management • Communication • Procurement & Supply Chain Management • Management • Communication • Warehouse Management • Communication • Procurement & Supply Chain Management • MALAYALAM • MALAYALAM • • • • • • • •						
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