



Ajay Darade

Engineering Procurement Specialist having more than 8+ years of experience in Oman, Qatar, UAE, Europe and India.



+91-7757898354

ajaydarade5@gmail.com

Minerbe (VR)

About Me:

Motivated, versatile and proactive procurement and purchasing professional with over 8+ years of experience and a track record of proven results and success in sourcing, purchasing, vendor relations spend analysis, and contract negotiations.

Skills:

- Strategic Sourcing
- Market Research
- Purchase Forecasting
- Budgeting
- Risk Management
- Supplier Relationship Management
- Category Management
- Negotiation
- Project Management
- Contract Management

IT Skills:

- SAP Ariba
- Envision
- Oracle
- Precoro
- Auto CAD
- Solidworks
- Microsoft Office Suite (Word, Excel, Outlook, and Access)

Personal Info:

DOB: 22 Oct 1992
Marital Status: Single
Passport No: Z7036160
GCC Driving License: 3790573
Languages: English, Marathi, Hindi and Gujarati

Profile Summary:

- Proactive Purchase Manager helping business meet fulfilment obligations through reliable vendor partnerships and streamlined ordering processes.
- Performs detailed research in supplier selection, sourcing and value assessment to form best overall strategy for long-term gain.
- In-depth knowledge of preparing and reviewing contracts, invoicing, and negotiation terms.
- Manages purchasing budget to determine feasibility of contracts and exceed savings goals.
- Experience using supply chain management software and tools, including Oracle, SAP Ariba, and/or Envision.
- Extensive experience in Supply Chain Management, with a bias towards the logistics, and materials control, disciplines.
- Social perception and persuasion skills that make negotiating favourable terms with vendors more likely.
- Strong analytical skills that make it possible to identify areas where the company can cut costs and increase productivity.
- Continuous improvement experience including Lean or Six Sigma.
- Proficient in reading and interpreting blueprints, drawings, specifications, and regulations.
- High level of knowledge of all legislative issues appertaining to the logistics and materials control discipline within the UAE, Middle East, India and Europe.

Education:

- | | |
|-----------|---|
| 2011-2014 | Bachelor's Degree (Mechanical Engineering)
University of SGBAU India Grade: 8.20/10 |
| 2008-2011 | Engineering Diploma (Automobile Engineering)
MSBTE Mumbai, India Grade: 8.44/10 |

Reference:

Mr. Chetan Parmar

HR Manager, SIMEM S.p.A

Phone: +91- 8128533994

Email: chetan.parmar@simem.com

Mr. Atul Tale

Mechanical Engineer, AECOM UAE

Phone: +971-503094205

Email: atultale05@gmail.com

About Company:



<https://simem.com/>

Achievements:

- Prevent over \$1 million in losses from stop of production by managing payment on time efficiencies with over 10 suppliers.
- Established a strategic pricing program and saved the company \$46,000 in the first quarter.
- Developed customer service spare parts program to remain profitable in struggling economy with average profit margins above 50%.
- Reduced inventory by 30%; initiated vendor managed inventory (VMI) program of precision components.
- Negotiated 20-40% cost savings for commodity electronic components, production tools, external electronic manufacturing and electro-mechanical assembly with key suppliers by leveraging technology alliances.

Work Experience:

SIMEM S.p.A

Mar'22- Till Date

Head of Procurement

- Directly reporting to our VP Global Head of Procurement, and closely working with Finance and Operations Teams.
 - Created/managed vendor qualification process and a performance feedback rating system that drove positive results in both supplier quality, cost and on time performance.
 - Managed projects in tactical and strategic purchasing tasks to improve internal business processes that reduced cycle times and improved efficiencies.
 - Worked with R&D to find primary and secondary sources of supply for all purchased components for a new batching plant projects.
 - Resolved technical issues between vendors, production and engineering and negotiated best possible price for materials. Identified target suppliers, established expectations, action plans and results to deliver required improvements and sustainability.
 - Developed supplier base to align with procurement needs for various new product development phases (prototypes, launch and mass production).
 - Created financial estimates for product manufacturing cost and capital investments for new products.
 - Coordinated Production/Sourcing plans with external manufacturing vendors for newly launched products.
 - Worked with global supply chain to develop an inventory management system that not only optimized cash flow, but ensured manufacturing operations were both efficient and effective.
 - Effectively managed 30 subcontracts for metal parts and assemblies with value over \$15M.
 - Worked with European partners through cross functional teams to complete strategic projects and traveled 25%.
 - Used Six Sigma methodologies to analyze and reduce scrap in the plant by 35%.
 - Reduced inventory by 30%; initiated vendor managed inventory (VMI) program of precision components.
 - Audited suppliers to ensure compliance to company objectives and policies.
-

About Company:



<https://gpegroup.com/>

Achievements:

- Negotiated global procurement agreement with key supplier resulting in a 2% cost savings, and \$1.2 million annually.
- Headed project that researched/implemented new inventory management system that resulted in an increase of 15% in cost effectiveness.
- Led a Procurement team to deliver savings of 20% (\$20M) using consortiums and preferred vendors.
- In 2018 to 2020 saved company \$80,000 through contract re-negotiations.

Work Experience:

German Plant Experience GmbH

Dec'17 – Feb'22

Regional Procurement Manager (Middle East & Africa)

- Overall responsibility for Purchasing and Cost Estimating activities across the business.
 - Ensure that purchasing strategies and processes are in place to meet business objectives and operational needs in terms of price, quality and delivery targets, which enables the company to function and compete effectively in the market to include: Terms and conditions, supplier selection/de-selection, evaluation and rationalization of supply chain solutions including vendor managed inventory, supplier consignments and safety stock.
 - Evaluate the challenges faced by the business and take action to mitigate risks and develop opportunities.
 - Contribute to overall business strategy and annual budget process.
 - Take ownership of the purchasing policy, guidelines and any associated documents.
 - Initiate and develop creative and innovative procurement processes (eProcurement).
 - Responsible for managing relationships and negotiating with key suppliers at a senior and strategic level.
 - Negotiate contract terms with key suppliers to ensure value for money, quality standards and delivery terms with technical and operational input from stakeholders if appropriate.
 - Forecast price and market trends to identify changes of balance in buyer supplier power.
 - Develop an overall vendor base which creates and sustains a competitive advantage utilizing global market exploitation, leveraging spends and leveraging technologies.
 - Develop, implement and maintain a supplier relationship and evaluation process to measure effective supplier performance and compliance.
 - Prepare the annual Purchasing budget and forecasts and all Capital Expenditure proposals as well as ensuring compliance with customer and legal requirements. Manage the budget from identification to completion of projects.
 - Work collaboratively, negotiate and engage with key stakeholders to facilitate delivery and compliance with the purchasing strategy.
-

About Company:



<https://hjbqatar.com/>

Achievements:

- Coordinated company's \$3 million CAPEX capital equipment Procurement program.
- Purchased supplies and services, routinely controlled \$5,000 a week in non-inventory purchases.
- After 6 months in role, conducted an audit that resulted in a savings of over \$30,000 per year. By year's end, total savings to the company exceeded \$50,000/year.

Work Experience:

Hasan Juma backer Engineering LLC Procurement Manager (Oman & Qatar)

May'14 – Nov'17

- Manage overall direction, coordination, and evaluation of procurement for the facility.
 - Implement procurement strategies to maintain security of supply and optimum value for money.
 - Perform all procurement and contracting activities including pre-qualification, tender management, negotiation and preparation of contracts.
 - Set policy and guidelines for delivering commercial and cost-effective procuring process for the business.
 - Develop key relationships with business stakeholders and strategic supply partners to improve business.
 - Implement change and develop new processes to better procure goods and services.
 - Negotiate contracts with suppliers to obtain best price and service.
 - Identify cost reduction opportunities to achieve financial goals.
 - Analyze market and delivery trends so as to develop procurement technologies and processes that support those trends.
 - Identify areas for improvement to continually drive performance and business results.
 - Conduct business review meetings with key stakeholders to assess risk, review future strategies, and identify potential cost down and improvement opportunities.
 - Review current processes for procurement and make recommendations where appropriate.
 - Provide periodic reporting for management on purchasing, controls and processes.
-