

Vignesh Kamatchi

PROCUREMENT MANAGER



✉ vigneshkj.vp@gmail.com 📞 +91-8287434145 📍 New Delhi, India

in [https://www.linkedin.com/in/vignesh-kamatchi-a2261b93?](https://www.linkedin.com/in/vignesh-kamatchi-a2261b93?utm_source=share&utm_campaign=share_via&utm_content=profile&utm_medium=android_app)

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SUMMARY

Seeking a suitable position as Procurement Manager with reputed organization where my education and experience can have valuable application. To achieve a challenge in demanding & progressive growth oriented position in fast growing organization where my abilities knowledge & experience can be fully utilized. I want to enhance my abilities and also play an active role in development of the organization.

ABOUT

- Result-driven Mechanical Engineer with 11 years of progressive experience, evolving from a technical expert to a strategic commercial leader. Successfully transitioned from Production Supervisor to Sales Engineer in India and eventually to International commercial activities in supply chain procurement and logistics, driving company's business growth and process excellence.

Key Strengths:

- Successfully transitioned from technical to commercial roles in international level, demonstrating adaptability and growth.
- Adept at quickly absorbing new technologies, processes and environments, with a proven ability to thrive in diverse settings.
- Leverages multi-faced skillset to drive innovation, collaboration, and business growth.

EDUCATION

B.E., Mechanical Engineering

Sethu Institute of Technology, Virudhunagar, Tamilnadu Jul 2006 - Jul 2010

SKILLS

- Leadership
- Team Management
- Negotiation skills
- Strategic sourcing
- Contract management
- Supplier relationship management
- Cost reduction
- Supply chain optimization
- Vendor selection
- Market analysis
- Risk mitigation
- Project management
- Strategic sourcing
- Contract negotiation
- Supplier relationship management

- Cost analysis
- Supply chain optimization
- Vendor evaluation
- Inventory management
- Risk assessment
- Contract management
- Procurement best practices

EXPERIENCE

Procurement Supervisor

Obeikan Invest Group (Obeikan Paper Industries & Obeikan Packaging Factories), Saudi Arabia

Aug 2023 -Present

- Experience in managing procurement activities for an organization
- Solid understanding of procurement processes and practices
- Familiarity with market and industry trends to identify potential suppliers and negotiate contracts
- Ability to develop and implement procurement strategies to meet organizational goals
- Experience in evaluating suppliers through supplier performance metrics and conducting supplier audits
- Strong negotiation skills to ensure favorable terms and pricing with suppliers
- Responsible for ensuring compliance with company policies and regulations related to procurement activities
- Conducting market research and analysis to identify cost saving opportunities
- Collaborating with crossfunctional teams to understand procurement needs and requirements
- Effectively managing supplier relationships and resolving any issues or disputes that may arise
- Overseeing the procurement team and providing guidance and mentorship to team members
- Keeping up to date with new developments in the procurement field and implementing best practices
- Develop key performance indicators (KPIs) to track and measure procurement performance

Category Procurement Specialist

United Food Industries Corp Ltd (Deemah), KSA *Apr 2018 - Apr 2023*

ROLE:

- Compares prices amongst various vendors in order to make sound purchasing decisions.
- Works within a given budget to purchase FMCG Raw Material for an organization.
- Ensures that products are delivered in a timely manner, and that the quality of the goods received is satisfactory.
- Negotiates with Suppliers on price, mode of shipping, and delivery time.
- Orders raw materials such as office supplies on a continuing basis in order to maintain certain inventory levels.
- Checks invoices for accuracy, and authorizes the accounts payable department to issue payment.
- Evaluates the performance of certain vendors in order to decide whether or not to continue buying from them.
- Inventories in raw material items in order to determine which ones need to be purchased.
- HIGHLIGHTS:
- Purchases assigned ingredients (Flavors, Colors, Chemicals & Commodities etc.) at a price commensurate with market conditions, quality, and service essential to insuring continuous business operations and the Company's goals for customer satisfaction.
- Supports Company policies and procedures, including, but not limited to, contracts, pricing, and transportation.
- Represents the Company to suppliers, building and maintaining strong vendor relationships with suppliers and their representatives.
- Analyzes, establishes, and maintains qualified, uninterrupted sources of supply that are consistent with Company policies and procedures.
- Monitors all FMCG Raw material purchases, assuring compliance with quantity, specifications, quality, delivery and price.
- Negotiates with suppliers on price, terms, and conditions, and establishes purchasing and price agreements that fall within the scope of delegated responsibilities. Ensures that negotiations

support the Company's goals and protect the Company's competitive position.

- Maintains a competitive base for Purchasing by watching markets, reviewing trade journals, and issuing quotation requests to qualified suppliers.
- Converses and negotiates with respective supplier representatives.
- Assists in identifying market for new products. Communicates new uses from supplier or trade sources to Industry Management.
- Facilitates quick turnaround time of invoice resolution, damaged product claims, and discrepancy issues.
- Maintains and monitors all open contracts, expiration dates and balances.

Sales Engineer

Adam Associates utility engineers Pvt Ltd, Chennai, Tamilnadu *Sep 2015 - Apr 2017*

ROLE & HIGHLIGHTS:

- Contact regular and prospective customers to demonstrate AIR COMPRESSOR & SPARES products, explain product features and solicit orders.
- Estimate or quote prices, credit or contract terms, warranties, and delivery dates.
- Consult with clients after sales or contract signings to resolve problems and to provide ongoing support.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Arrange and direct delivery and installation of products and equipment.
- Monitor market conditions, product innovations, and competitors' products, prices, and sales.
- Train customers' employees to operate and maintain new equipment.

Production Supervisor

Meccanotecnica India (P) Ltd., Dindugal, Tamilnadu *Nov 2010 - Nov 2013*

ROLE:

- Responsible for planning and preparing reports of daily as well as monthly job order.
- Monitored and scheduled the machine loading for multiple OEM customer seats assembly JIT and FIFO supply.
- Evaluated the production performance as per the planned efficiency and customer delivery index.
- Conducted thorough research and ensured the efficient performance of different models through line balancing.
- Ensured the timely availability of raw material for the production in line with the constraint of 30% inventory.
- Analyzed the mechanical face seals through Poka-Yoke to ensure error-proof work assembly.
- Planning & coordinating with the team members for preparing PPAP Document.
- Efficiently utilizing lapping, polishing & washing process in the manufacturing process.
- HIGHLIGHTS:
- Efficiently utilized 50 manpower to schedule and execute the production successfully as per the cost parameters and defined time frame by minimizing the capital expenditure by approximately 3% and cycle time by 12%.
- Ensured customer satisfaction by enhancing productivity, product quality and assembly process. PPAP documents were prepared to maintain the Process Flow Chart, Control Plan, PSW & Process and Product Quality.
- Successfully improvised OEE by 20% by altering operating line of dynamic part line to semi-automatic assembly line. This was achieved by identifying & reducing the major losses in the process, which further increased the availability rate, performance rate and quality rate.
- Significantly contributed in reduction of unfinished WIP by preparing and scheduling an action plan for preventing WIP of mechanical face seals. An action plan and root cause analysis sheet was prepared to reduce the timing of the unfinished products in process.
- Proficiently analyzed and offered technical solutions as well as tracked the functioning of CAMAS semi-automatic and testing machine to ensure efficient and timely production.
- Monitored the improvement and process development of mechanical face seals assembly on single piece flow assembly. Appreciated for initiating process improvement / material savings / waste elimination. The appreciation was received for modifying the "Manual Dynamic Part Line" into "Semi Automatic assembly line" that reduced the net cycle time of the process. Along with this, ETP Plant was used that to discharge the contaminated chemicals safely.
- Acknowledged for reduction of manpower through assembly process by process stabilization and line balancing.

KEY ACHIEVEMENTS

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- Achieved cost savings of 20% by implementing effective material cost reduction strategies.
- Received the "Best Employee Award" twice in 2023 and 2024 for outstanding performance and contribution to the company.

COMPUTER KNOWLEDGE

MS-Office	● ● ● ● ●	Sanad Software	● ● ● ● ●
SAP S4 Hana	● ● ● ● ●	Auto CAD	● ● ● ● ●
Infor Software	● ● ● ● ●		

PERSONAL DETAILS

Father's Name	Mr. Kamatchi (Business)
Mother's Name	Mrs. K. Jagathambal (Home Maker)
DOB/Age/Sex	04/06/1989/ 35 years/ Male
Matital Status	Married
Permanant Address	22/59, Bharathiyar Road, Karimedu, Madurai - 625016
Current Address	A-460, Flat 4B, Krishna Gali, Kotla Mubarakpur, New Delhi - 110003

DECLARATION

I do hereby declare that the above statements mentioned in my resume are true and correct to the best of my knowledge and belief.

Date: 24/08/2024

Place: New Delhi

Vignesh K