

# VIGNESH KAMATCHI

◆ Citizenship: Indian      ◆ email:- [vigneshkamtchi89@gmail.com](mailto:vigneshkamtchi89@gmail.com)



## OBJECTIVE

- ❖ Seeking a suitable position as Sr. Procurement & Purchasing Operations 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.

## PROFILE SUMMARY

- ❖ B.E. (Mechanical Engineering) with over **8 years of experience** in:
  - ~ **Material Procurement ~ Procurement Operations ~ Supply Chain Management**
  - ~ **Vendor Selection/Development/Management ~ Strategic Negotiation ~ Import Logistics Operations**
  - ~ **Resource Management ~ Cost Control ~ Cost Saving ~ Process enhancement**
  - ~ **Communication ~ Continuous Process Improvement.**
- ❖ Skilled managing supply chain and logistics strategy operations for maintaining process efficiency and productivity.
- ❖ Implement category or commodity strategies to optimize business efficiency.
- ❖ Execute elements of the overall operations category strategy to ensure service delivery improvements.
- ❖ Perform category management including strategic sourcing, supplier selection, supplier relationship management, contract negotiation, performance and risk management.
- ❖ Work with Category Managers in understanding the global spend and identifying opportunities to increase quality and improve value for money.
- ❖ Perform procurement reporting and analysis of management information to identify potential improvement opportunities.
- ❖ Possesses excellent interpersonal, analytical and negotiation skills with abilities in utilizing process-oriented approach towards the accomplishment of cost, profit, service & organizational goals

## PROFESSIONAL EXPERIENCE (ORGANIZATIONAL EXPERIENCE)

**Apr'18 to Till now – United Food Industries Corp Ltd, KSA**

**As a Procurement Specialist**

### **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.

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- ❖ 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.

**Sep'15 to Apr'17 – Adam Associates utility engineers Pvt ltd, Chennai**

**As a Sales Engineer.**

## **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.

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- ❖ Train customers' employees to operate and maintain new equipment.

**Nov'10 to Nov'13 – Meccanotecnica India (P) Ltd., Dindugal**

**as a Production Supervisor**

## **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.

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## KNOWLEDGE PURVIEW

- ❖ Conversant with 5S System, Kaizen and TPM Methodology.

## TRAININGS / CERTIFICATIONS

**Oct'12 to Nov'12 –**

**SPC techniques, 7-QC tools and Six Sigma, Madurai**

### **Description:**

- ❖ Seven QC tools were efficiently utilized to organize the collected data make it is easily accessible and analyzed the problems in the process.

### **Role:**

- ❖ Coordinated & analyzed the ongoing production process to assist with the use of control charts& detect significant changes of mean or variation.

### **Key Learnings:**

- ❖ Gained the knowledge of process and the specification limits.

**Dec'12 to Dec'12 (10 days) –**

**Awareness on Quality Management System based on ISO/TS 16949: 2009 , Madurai**

- ❖ Received authentication certification in ISO/TS 16949:2009

### **Key Learnings:**

- ❖ ISO/TS 16949:2009 in conjunction with ISO 9001:2008 defines the requirement of quality management system for designing, developing, producing, installing & servicing of automotive-related products.
- ❖ ISO/TS 16949:2009 is applicable to sites of the organization where customer-specified parts for production and/or service are manufactured. ISO/TS 16949:2009 can be applied throughout the automotive supply chain.

**Dec'09 to Feb'10 –**

**AutoCAD, SolidWorks in CADD centre**

### **Key Learning:**

- ❖ Gained knowledge to efficiently use AutoCAD commands for drawing objects of any size or shape and designing 2D drawings, 3D Models & animations.

## ACADEMIC PROJECT

**Dec'09 to Jan'10 –**

**Improvement of OEE for V-Belt Profile Building Machine in Fenner (India) Ltd.**

### **Role:**

- ❖ Monitored the performance of V-belt profile building machine and rectified the seven major losses as per the quality norms.

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- ❖ Successfully improved the efficiency of equipment in V-belt profile building machine by analyzing and taking the necessary procedure for reducing the major losses in process (V-Belt Profile Building Machine), which helped to increase the availability rate, performance rate and quality rate.

## COMPUTER KNOWLEDGE

- ❖ Basic knowledge of MS-office, DOS, HTML, Languages- C, C++
- ❖ Microsoft Office – 2007, 2010 and 2013.
- ❖ Windows XP, Windows 7 and Windows 10.
- ❖ AutoCAD software

## ORGANISATIONAL AND PROFESSIONAL SKILLS

- ❖ Strong writing, analytical and presentation skills.
- ❖ Organize ideas and data.
- ❖ Managing appointments.
- ❖ Teamwork and time management.
- ❖ Good Communication skills.
- ❖ Collaboration skills.
- ❖ Adjustability and Adaptability to any of working environment.

## EDUCATION

2006 – 2010	Mechanical Engineering, Sethu Institute of Technology, Virdhunagar.	66.5%
2005 – 2006	Higher Secondary (12th Std), Sethupathi Higher Secondary School, Madurai.	64.5%
2003 – 2004	Secondary School Leaving Certificate (SSLC), Sethupathi Higher Secondary School, Madurai.	83%

## OTHER SKILLS

- ❖ Passionate about cricket and football.
- ❖ Playing Cricket, Shuttlecock and participated in many inter school level competitions
- ❖ Singing songs and listening music.

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## PERSONAL DETAILS

<b>Father's Name</b>	: Mr. Kamatchi (Business)
<b>Mother's Name</b>	: Mrs. K. Jagathambal (Home Maker)
<b>Age/Sex</b>	: 32 years/Male
<b>Marital Status</b>	: Married
<b>Contact Address</b>	: 22/59, Bharathiyar Road, Karimedu, Madurai – 625016.
<b>Contact Details</b>	: <b>Cell No:-</b> +966 56 463 8965 <b>Email:-</b> <a href="mailto:vigneshkamtchi89@gmail.com">vigneshkamtchi89@gmail.com</a>
<b>Language Proficiency</b>	: <b>English</b> – Full professional proficiency <b>Tamil</b> – Native or bilingual proficiency <b>Telugu</b> – Native or bilingual proficiency
<b>Strength</b>	: Perseverance and fast learning ability, Good Communication and Analytical Skills and Ability to be an effective team player and work under time constraints.

## DECLARATION

❖ I do hereby confirm that the information's furnished above are true to the best of my knowledge and belief.

**Place:** Saudi Arabia

**Date:** 20/11/2021

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