

# VAIBHAV VARSHNEY

Sr. Manager (Vendor Relations)



## LOCATION

Faridabad,  
Haryana, India

E-MAIL [vaibhavzdbest@gmail.com](mailto:vaibhavzdbest@gmail.com)

MOBILE (+91) 8447918878

**Enterprising leader** with an unmatched track record of **over 13 years** in effectively spearheading all aspects of **Sourcing & Procurement, Expediting, Material Management, Vendor Evaluation, Negotiation & Vendor Management, Inventory Management**; determining a business unit's mission & strategic direction with an inherent capability to formulate & implement tactical initiatives for achieving strategic goals, targeting to express potential in senior level assignments with an esteemed organization



## PROFILE SUMMARY

- ❖ Result-oriented versatile & achievement-driven professional with an international experience of meeting business needs in a fast paced, expanding environment; focused on managing a wide spectrum of tasks in **Strategic Sourcing & Procurement, Expediting, Vendor Evaluation & Negotiation Management, Project Management, Materials Management, Material Procurement, Purchase Analysis, and Cross-Functional Coordination**
- ❖ Actively leading a **team of 20 members** across multiple manufacturing locations globally **Sr. Manager with DEE Development Engineers Ltd.**, specializing in managing project-specific requirements for highly customized products; proven expertise in **driving projects related to material/supply planning, supply-demand matching and inventory management**; excels in developing and executing demand plan and inventory plans that enables to meet delivery & production objectives
- ❖ Notable success in identifying & developing **potential vendors & suppliers** for procurement of required material and achieving cost effectiveness by executing **cost negotiation** on the basis of **Quantity, Future Expansions and other ideas**; implementing **zero-based costing strategies** and assessing performance of vendors on competitiveness & reaction capabilities; negotiating with vendors on prices & agreements and finding measures to improve the performances evaluated on various criterions such as percentage for rejections, quality improvement rate, timely delivery & credit terms
- ❖ Skilled in **managing and validating master data in SAP/ERP systems**, including material master, vendor master, purchase requisition, quotation, purchase orders, release procedures, and purchase information records
- ❖ Competent in **managing inventory function, minimizing inventory-holding expenses** and ensuring adherence to optimum inventory level, thereby reducing wastage & achieving maximum cost saving without hampering the operations of the organization
- ❖ Insightful intelligence in **managing supply chain operations** involving tendering, contracting, technical evaluation, quotes generation (RFQ), techno-commercial negotiations and settlement of bids & bills to ensure maximum profitability
- ❖ **An out-of-box thinker who possess sound analytical & critical thinking skills** with high degree of curiosity to drive the next levels of business questions and insights; capability to constantly push personal boundaries to new levels to strengthen effectiveness; **People Leader** who has led and motivated team in cross-cultural environment and provided mentoring & support whenever required



## CORE COMPETENCIES

	<b>Sourcing &amp; Procurement</b>		<b>Business &amp; Operational Excellence</b>		<b>Vendor Evaluation, Management &amp; Negotiations</b>
	<b>Cost Reduction Initiatives</b>		<b>Materials/Inventory Planning &amp; Management</b>		<b>Strategic Planning &amp; Execution</b>
	<b>Quality Assurance &amp; Control</b>		<b>Demand Planning &amp; Forecasting</b>		<b>Project Management</b>
	<b>Team Management &amp; Leadership</b>		<b>Reporting &amp; Documentation</b>		<b>Performance Evaluation &amp; Monitoring</b>
	<b>Cross-Functional Coordination</b>		<b>Client &amp; Stakeholder Engagement</b>		<b>Indirect Material &amp; Capex</b>



## SOFT SKILLS



## TECHNICAL SKILLS

- ❖ Windows Environment
- ❖ MS-Office
- ❖ MS-Excel
- ❖ ERP/SAP

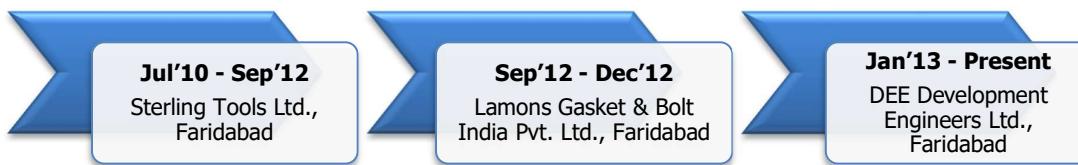


## EDUCATION

**2010: B.Tech. in Mechanical Engineering**, Rajasthan Technical University



## CAREER TIMELINE





## WORK EXPERIENCE

Jan'13 – Present | DEE Development Engineers Ltd., Faridabad

Sr. Manager (Vendor Relations)

### Key Result Areas:

- ❖ Developing a sourcing framework to analyze demands patterns, identifying short & long-term requirements for price sensitive articles in each category and supervising the implementation for the same
- ❖ Managing receipts & dispatches of Indirect Material, MRO Items, CAPEX Goods, BOP Items, randomly checking the consignment before dispatches and processing orders to ensure quick & correct delivery to attain timely completion of monthly production targets
- ❖ Maintaining Continuous Process Improvement (CPI) Process by managing and directing supply chain scorecard for the region; monitoring performance by highlighting progress and areas to improve
- ❖ Performing Material Requirements Planning (MRP), material availability checking and converting planned order to production orders; streamlining the system & procedures for effective material control towards ensuring a ready availability of materials; implementing systems for avoiding situations like over-stocking/out-of-stock
- ❖ Developing and implementing processes to reduce input costs by ordering components based on annual forecasts to take advantage of economies of scale
- ❖ Planning, organizing and controlling all requisite activities to perform such as techno – commercial evaluation, negotiation, recommendation, ordering, inspection, expediting & tracking, reporting, logistic and delivery and so on
- ❖ Budgeting and forecasting the funds for procurement & sourcing for ensuring optimum utilization of materials, maximum cost savings & meeting anticipatory order finalization from planned targets
- ❖ Fostering long-term partnerships with suppliers, ensuring consistent adherence to service, cost, delivery, and quality standards
- ❖ Collaborating with internal departments, including QA, Production, Projects, Welding, Painting & Dispatch, to obtain approvals for newly developed consumable products
- ❖ Implementing effective inventory control measures by regularly reviewing the MSL of fast-moving items & optimizing non or slow-moving items
- ❖ Conducting monthly forecasting reviews to align with demand generated by projects and other departments
- ❖ Serving as an active member of the Capex Committee, contributing to the finalization of capital equipment, including welding, painting robots and other automation technologies
- ❖ Managing domestic and import procurement of consumable items and capital equipment, while overseeing production scheduling, inventory control, stores and logistics, and 3PL warehouse operations
- ❖ Coordinating with the Finance Team to establish LCs and facilitate payments through advance/credit terms
- ❖ Developing and implementing a comprehensive project procurement strategy, adapting purchase strategies and establishing effective methods to achieve project targets and optimize resource planning
- ❖ Implementing streamlined systems & procedures to optimize inventory control; ensuring the availability of materials to meet production targets
- ❖ Successfully negotiating and finalizing AMCs for a wide range of equipment and services
- ❖ Offering technical guidance and valuable insights to team members to maximize output efficiency

### Notable Accomplishments:

- ❖ Outlined alternate source for consumables and achieved cost saving of approximately INR 12 Cr. per annum
- ❖ Procured & finalized equipment worth 120 Crore, and deliver the same within specified time frame to start new Fabrication shops
- ❖ Recognized & developed alternative vendors for packing materials & consumables, reduced cost up to 15% with better quality parameters and reduced delivery times by 25%
- ❖ Closely overseen the Fabrication part of packing boxes (wooden, steel & hybrid) and reduced the wastages from 12% to 3%
- ❖ Honored by HOD, CMD, CEO & Finance Head on performing within defined inventory levels for managing commodities
- ❖ Awarded as Employee of the Year 2016, 2018
- ❖ Successfully completed the various onsite and offsite oil & gas and thermal power projects for prestigious customers like, JGC, Fluor Daniel, L&T, Technip, Thermax, GE Power, MacDermot and more



## PREVIOUS WORK EXPERIENCE

Sep'12 – Dec'12 | Lamons Gasket & Bolt India Pvt. Ltd., Faridabad

Senior Engineer (Purchase)

- ❖ Successfully executed contracts for air pipeline fitting, electrical, epoxy flooring, and interior finishing, ensuring timely delivery and cost savings

Jul'10 – Sep'12 | Sterling Tools Ltd., Faridabad

Engineer (Purchase)

- ❖ Procured a wide range of items, including electroplating and laboratory chemicals, packaging material, grinding wheels, CNC tools, bits and inserts, and steel structures



## PERSONAL DETAILS

Date of Birth: 25<sup>th</sup> March 1989

Languages Known: English, Hindi

Address: 284, Sector 17, Faridabad, 121001