



REJI KUMAR P

Expert in Supply Chain Management & Industrial Engineering Products
Middle East.



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22+

Years of Progressive Experience

B.E.

Mechanical Engineering

Diploma

Mechanical Engineering

Specialized

in Valves, Pipes & Pipe Fittings, Instruments, Components, Foundry, Skid Manufacturing, and Pumps.

Skilled

in Strategy Planning, Slicing/Dicing the Market, Sales & Bd Execution, Identifying & Freezing the Vendors.

Client's

preferred partner for Material Management and Procurement Operations.

"To contribute as the Head Procurement and be part of a challenging organization to bring the visions of tomorrow to today's reality. Handled annual spend of USD 20-30 million on direct materials. I possess the proven ability to lead cross functional teams, negotiate contracts, develop long term commodity strategies, utilize e-sourcing tools, manage working capital, complete cost analysis and source from best cost countries."

My Legacy

- A 42-year-old business leader, born and brought up in Kanyakumari, TN, India.
- Graduated Diploma in Mechanical Engineering from Sun Institute of Technology, Nagercoil in 2000.
- Joined Flow Links System Pvt. Ltd., Coimbatore, India as a Planning Supervisor in 2001 till 2004.
- Joined Audco India Ltd., Chennai, India in 2004 till 2007 and started as a Production Engineer, was later promoted as Senior Purchase Engineer.
- Joined Pentair Valves and Flow Controls (Emerson) – Gulf Valves FZE, Sharjah, UAE in 2009 till 2017 and played the role of Supply Chain Manager.
- Joined Pan Gulf Valve, Dammam, Kingdom of Saudi Arabia in 2018 till 2020 and played the role of Supply Chain & Logistics Manager.
- Graduated Bachelor of Engineering in Mechanical Engineering (equivalence degree) from Indian Institute of Industry Interaction Education and Research, Chennai in 2019.
- Started Gusto Flow Tech Engineering, Coimbatore, India in 2021 till date and I play the role of Sales Manager.
- Through the years, I have played the role of an individual contributor, as an ardent team player, and as a pragmatic leader thus gaining commendable experience.

Key Highlights

- Proven skills in process of buying materials and products with exceptional supervision.
- Expertise in monitoring & arranging procurements.
- Skilled in negotiation & finalizing huge orders, product development and applying Value Engineering skills in projects.
- Float enquiries, review quotes techno commercially and placing orders on vendors.

Audco India Ltd.,
Chennai

Pan Gulf Valve, Saudi
Arabia

2001

2004

2009

2018

2021

Flow Links Systems
Pvt. Ltd., Coimbatore

Gulf Valve FZE,
Sharjah

Started "Gusto Flow
Tech Engineering, India"





RESPONSIBILITIES

Over the years and by closely working with multiple organizations, both National and International, I have honed several skills that makes me capable of delivering my commitments effectively.

SUMMARY OF RESPONSIBILITIES & ACHIEVEMENTS

1. Sales and quotations for project inquiries for Valves includes Ball valves, GGC valves, Pipes and Pipe fittings. for Oil & Gas, Refining Process, Power Generation and Chemical Processing unit.
2. Lead Supply Chain Team, and Vendor Development globally. Support Sales for budgetary pricing. Formulate MIS report for procurement. Partake in Contract review meeting and support production planning and requirements of the project. Manage the logistic team, local transport, Import and export of goods.
3. Raw material procurement both locally & globally from countries such as Europe, India, China and other Asian countries.
4. Develop vendors in India & China as an alternative source for European vendors at Gulf Valve FZE, Sharjah.
5. Plan & budget procurement functions involving cost estimation and contract negotiations.
6. Liaise with Planning Department to maintain optimum inventory of stock items along with Finance Department for timely payment to sub vendors.
7. Implement systems to avoid over-stocking or stock run out which may cause production and financial implications.
8. Carry out Value addition and Value Engineering activities.
9. Established and implemented systems and processes such as Kanban and suppliers on-time delivery, that supported inventory forecasting, purchasing, and material control
10. Established & implemented system to evaluate, monitor and report vendor performance thus reducing reject rate by 3000 PPM
11. Achieved cost savings of approximately USD 1.2 Million through execution of sourcing, negotiation, and value optimization projects.
12. ManagedD centralized procurement for several project ordered.
13. DevelopD Satellite Shops for assembly and testing of Bellow Seal Valves /High pressure Valves during high load condition in the plant.

Skillsets

Supply Chain Management;
Global Sourcing;
Project Procurement;
Vendor Development;
Planning & Execution;
Stores Management & Inventory Control;
OTD improvements;
Vendor Management;
Cost Saving;
Quality Control;
MIS Reports;
Team Building & Leadership.

Info (Personal)

Address: Kappi Kattu Vilai Veedu, Thengapattanam, Post – 629 173

Languages Known: Tamil & English

Marital Status: Married

Nationality: Indian

Passport No. & Validity: 24626734 / Apr 16, 2028

I look forward to a mutually beneficial business relationship where we can translate our shared goals into commendable results.

Reji Kumar P

