

PROFESSIONAL SUMMARY

- I am a seasoned Industrial Engineer and Supply Chain professional with experience in Project Procurement, Strategic Sourcing, Manufacturing, Environmental Management Systems (EMS)/Sustainability, and ERP/Systems implementation. For over 18 years, I have carved a niche in delivering innovative and efficient solutions across multiple industries in the Middle East region (UAE and Oman).
  - With a relentless passion for excellence, I have consistently delivered strategic and tactical operational solutions that have driven tangible results and bottom-line impact for the organizations I have served.
  - Industries worked-** Healthcare & Medical [6+ yrs]; Upstream and Midstream Oil & Gas [8.5 yrs]; MEP Construction/Facilities Management [3.5 yrs]
  - Certified and holds **7 International Professional Certifications & 5 Memberships**
  - Professional member of the below-listed industry-leading organizations.
- Chartered Institute of Procurement and Supply, UK (CIPS, www.cips.org)

►Association of Supply Chain Management, USA (ASCM/APICS, www.ascm.org)

►Project Management Institute, USA (PMI, www.pmi.org)

►Institute of Industrial and Systems Engineering, USA (IISE, www.iise.org)

►Institute of Electrical & Electronics Engineering, USA (IEEE,www.ieee.org)

PROFESSIONAL EXPERIENCE

Senior Manager, Procurement

International SOS Supply FZCO

01/2019 - Present

Dubai, UAE

https://www.internationalsos.com/services/medical-supply

- Founded in 1985 and headquartered in London and Singapore, International SOS is trusted by 9,500 organizations as the world's leading health and security services company specializing in Workforce Resilience. 12,000 multi-cultural security, medical, logistics, and digital experts provide support and assistance from over 1,000 locations in 90 countries 24/7, 365 days a year.
- Led and controlled integrated supply chain operational and procurement strategies for over 200 international medical supply projects with an annual procurement spend of up to USD 20 million across diverse medical projects ranging from USD 1 to 15 million.
  - Leads and manages all aspects of supply chain management, from creating supplier and product master data in the SAGEX3 ERP system to overseeing all the phases in procure-to-pay, inventory control, and medical equipment installation and training processes.
  - Directly supervise the purchasing and order processing aspects by rendering support and guidance to Project Lead/Operations Executives and resolving any issues that may occur with suppliers during project execution.
  - Achieved supplier on-time delivery (>95%), order processing (<4 days), and shipment delivery metrics to meet contractual delivery dates.
  - Developing and implementing policies and procedures to ensure procurement compliance with industry regulations and standards.
  - Developed a comprehensive purchasing scorecard and cutting-edge dashboard using Power BI, enabling data-driven decision-making and fostering collaborative relationships with key suppliers.
  - Mentoring and coaching of junior staff through trainings to ensure continuous learning and job satisfaction is achieved.
  - Proficient in supervising & controlling the supply chain and procurement operations, along with a flair for working on digital technologies and implementing process improvement ideas.
  - To carry out a comprehensive review of the Purchasing function and its methodology and identify and implement improvements.
  - Leading all the activities and initiatives of the Environmental management system (EMS) within the organization to reduce impact and enhance environmental performance.

KEY ACHIEVEMENTS

Execution of Global Medical Supply Projects

I have executed and led over 200 international medical supply projects for renowned organizations such as WHO, UNDP, and NSPA (NATO), often in challenging and intricate countries.

Speaking Engagements at Conferences

Speaker and panelist at multiple international conferences, contributing insights and expertise on industry trends and best practices.

Environmental (EMS) and ERP System Implementation

I successfully implemented an Environmental Management System (ISO 14001-EMS) and the SAGEX3 ERP system at International SOS Supply through effective project management, teamwork, and leadership.

Cost Savings Up to 18%

I have significantly saved material costs (up to 18%) during my tenure with organizations. This objective was accomplished through expanded supplier sourcing, alternative manufacturer approvals, value engineering, technology transfer, and negotiation strategies.

SKILLS

Project Procurement		Medical Projects	
Supply Chain Operations		Risk Mgt	
ERP Systems/Digital Technologies			
Industrial & Systems Engineering			
Strategic Sourcing		SAP	SAGEX3
MS PowerBI	EMS/Sustainability/ESG		

HEALTH INDUSTRY EXPERTISE

Project Management (Emergencies, Humanitarian Aid and Relief, Geopolitical unrest,)

Medical Devices, Pharma, Vaccines Procurement

Program Management of Complex Medical Projects

Systems Development and Continual Improvement

## PROFESSIONAL EXPERIENCE

### Assistant Manager-Strategic Sourcing

#### Ejadah Asset Management Group LLC

01/2018 - 01/2019 Dubai, UAE

<https://ejadah.com/>

Ejadah is the UAE's pioneering real estate asset Management Company

- I led a team of 1 Executive-Strategic Sourcing to execute contracts/tendering processes for various hard and soft integrated (IFM) services.
- Collaborates with FM Operations Managers to obtain the scope of work, drawings, system specifications, and contract documents for specialized equipment and systems.
- To apply cost optimization tools in finalizing multi-year contracts with manufacturers, suppliers, and service providers to perform planned preventive maintenance (PPM) and corrective maintenance services.
- Achieved a cost savings target of 15% over a USD 25 million spend volume by managing strategic sourcing initiatives such as spend consolidation, annual maintenance contracts (AMC), setting up rate contracts, SRM, and effective tendering and negotiation strategies.
- Streamlined contracts administration process by developing a master list of suppliers, PO line reports, and spend analysis, ensuring effective management reporting.

### Procurement Specialist-Buyer/Planner III

#### Baker Hughes EHO Ltd

05/2012 - 09/2017 Dubai, UAE

<https://www.bakerhughes.com/>

Baker Hughes is the leading energy technology company and one of the world's largest oil field services companies. It operates in 120 countries and has 55,000 employees, including 90 at the Dubai manufacturing plant.

- Led and managed procurement and strategic sourcing of outsourced component machining, assemblies, subassemblies, and coating services for Dubai manufacturing plant operations.
- Contributed to achieving the set goal of 10% for volume-adjusted cost reduction (VACR) through supplier development, technology transfer, and capacity management of suppliers.
- As a project leader, developed 2 local suppliers by leading more than 10 strategic sourcing/vendor development projects involving cross-functional technical teams spread across different locations.
- Coordinating with production planning/order management teams for work order issuance, agreeing on the delivery schedules as per MRP to meet production schedules and customer delivery dates.
- Negotiating with suppliers and issuing POs in SAP, ensuring that the suppliers acknowledge the orders, and confirming whether the supplier has received all the necessary engineering drawings, BHI specifications, and other QMS specifications.

### Assistant Manager-Purchase

#### Al Sabbah Electro-Mechanical Contracting Establishment

01/2010 - 04/2012 Abu-Dhabi, UAE

<http://www.alfaraagroup.com/>

Al Sabbah has expertise in conceptual design, engineering, supply chain management, installation, testing, commissioning & maintenance of MEP services.

- Procurement of mechanical project materials in executing MEP projects of the group achieved a cost savings target of up to 12% for projects ranging from USD 15 to 75 million.
- Using the TCO approach, I challenged the status quo and got more than 25 alternative manufacturers and products approved by the project team and consultants, reducing project lead times.
- Sourcing the material according to end-users requirements within the required time frame while considering quality, cost, and delivery (QCD) factors as standards.
- Carry out market surveys, vendor development, and market analysis to make purchase decisions.
- Monitor the performance of suppliers and liaise with their representatives to ensure optimum delivery of services.

## EDUCATION

### Master of Engineering, Engineering Management

#### Rochester Institute of Technology (RIT-USA), Dubai Campus

08/2021 - 08/2023 Dubai-UAE

- Knowledge enhancement in Industrial & Systems Engineering, Supply Chain & Logistics, Project Management, Operations and Production Control, and Sustainable Engineering/Lifecycle Assessment

GPA

3.87 / 4.0

### Bachelor of Engineering, Industrial & Production Engg.

#### Visveswaraiah Technological University, India

08/2001 - 08/2005

Belagavi, Karnataka State-India

Percentage

76.2 / 100

## PUBLICATIONS

Design and Implementation of Environmental Management System (EMS), A Pathway to Achieve Sustainability Goals using ISO 14001: 2015 standard in a medical supply chain organization

#### IISE Annual Conference. Proceedings, 2024

MR Mirajkar

08/2024

[https://scholar.google.com/citations?view\\_op=view\\_citation&hl=en&user=-Zt9kmQAAAAJ&citation\\_for\\_view=-Zt9kmQAAAAJ:u-x6o8ySG0sC](https://scholar.google.com/citations?view_op=view_citation&hl=en&user=-Zt9kmQAAAAJ&citation_for_view=-Zt9kmQAAAAJ:u-x6o8ySG0sC)

IISE, USA Conference

## CERTIFICATIONS

#### CSCP® - Certified Supply Chain Professional

2022 - Association of Supply Chain Management (ASCM/APICS, USA)

#### PMP® - Project Management Professional

2021 - Project Management Institute (PMI, USA)

#### EMS ISO 14001:2015 Lead Auditor Certification

2021 - Bureau Veritas Group

#### QMS ISO 9001:2015 Lead Auditor Certification

2020 - Bureau Veritas Group

#### MCIPS® Chartered Status- Professional Diploma in Procurement & Supply

2016 - Chartered Institute of Procurement & Supply (CIPS, UK)

#### Advanced Diploma in Procurement & Supply

2016 - Chartered Institute of Procurement & Supply (CIPS, UK)

#### Diploma in Procurement & Supply

2014- Chartered Institute of Procurement & Supply (CIPS, UK)

PROFESSIONAL EXPERIENCE

Material Engineer (Technical Buyer)

Galfar Engineering & Contracting SAOG

01/2007 - 12/2009 Muscat, Oman  
https://galfar.com/oman/galfar/

Galfar Engineering & Contracting SAOG is one of the largest, multi-disciplined engineering, contracting, and construction company in the Sultanate of Oman.

- Spearheaded procurement operations by procuring engineering materials required for "Off-plot Delivery Contract-North Oman" worth USD 500 million from Petroleum Development of Oman (PDO).
- Led, coordinated, and managed the procurement of mechanical, instrumentation, and piping materials for different types of midstream oil & gas EPC projects, viz., Well Hook-up, Flow line & pipeline construction, produced water treatment plant, Gas sweetening units, RO plants, Remote Manifold stations.
- Collaborate with oil& gas project material coordinators to obtain the master list of materials (MLM) and prepare a material procurement plan (MPP). Review the customer-provided PGSC/AVME (approved vendor list) and formulate a project procurement strategy based on the criticality of project items, product or equipment specifications, approved manufacturing facilities, and supplier approval status.
- Conduct a technical evaluation of supplier proposals to assess compliance with material specifications as per Material and Equipment Standards and Code (MESC-Shell) standards.
- Solicit bids from suppliers, conduct commercial negotiations, and conclude on techno commercial requirements. Make purchasing decisions based on specific strategy, needs, and business policy.
- Manage day-to-day interaction with vendors and monitor vendor performance after completion of the project w.r.t quality, schedule, deliverables, service, and performance.
- Coordinate engineering drawing submission and approval, inspection test plan (ITP) approval, quality inspection status, Factory Acceptance Tests (FAT), and logistics arrangements for smooth movement of shipments.
- Monitor supplier's production schedules and expedite orders to ensure adherence to key project milestones.

Management Trainee

IMO Communications Pvt. Ltd

02/2006 - 05/2006 Bangalore, India

IMO Communications Pvt. Ltd (indiamarkets) is an e-commerce company

- Conducted various Dynamic Online Negotiation Events (Reverse auctions, sealed bid RA) on the ARIBA auction engine for Transportation Services, logistics, etc., and achieved significant cost savings of 2% to 15% after the auction.
- Managed strategic sourcing and business support for e-sourcing and e-bidding events.
- Pivotal in sourcing vendors to client companies through supplier discovery, vendor validation & supplier training, and enablement.
- Instrumental in coordinating all the eProcurement functions like preparing RFI, RFQ, spend analysis reports.

AWARDS



FCIPS® Chartered Status-Fellowship Award

2024 - Awarded by Chartered Institute of Procurement & Supply (CIPS, UK) in recognition of senior advocate for the profession



Best Sustainability Project of the Year 2023

Awarded by 3novex Global at 100 CPO Summit 2023 in Dubai for Implementation of ISO 14001-EMS at International SOS



2014 LEAN Platinum and Global Procurement Award

Manufacturing Excellence at Baker Hughes



2015 and 2016 Procurement Performance Award (Purchasing-Key Business Goals)

In Recognition of Excellence in Procurement across multiple global manufacturing plants in Baker Hughes

VOLUNTEERING

Member

Emirates Environmental Group (EEG), Dubai

09/2022

Participated in environmental and CSR initiatives such as clean UAE, planting trees, can collection, and environmental sustainability webinars.

STRENGTHS



Technological aptitude

Advanced user of SAGEX3 and proficient user of SAP, PowerBI and Microsoft Office suite



Leading teams

Adopts a methodical and a pedagogical approach to achieve business goals and objectives by leading diverse teams

LANGUAGES

English Proficient

Hindi Native

Kannada Native