

YOGISH BABU K

Flat # B-609, B-Block, Villa Heights

Ph: 7780462682,

Brahamanwadi, Begumpet, Hyderabad

Email: yogishbabu1212@gmail.com

Materials Management, Supply Chain Management Vendor Management Procurement / Sourcing, Commercial, Facility Management, Finance & Accounts

- A competent professional with over **22 years** of experience in Materials Management , Supply Chain Management encompassing Vendor Management, Sourcing , Facility Management and total Commercial, Finance and Accounts– Assets, Liabilities, Equity, Revenue and Expenses
- **Through understanding of SEZs – Developer, Co-Developer and Unit, Customs Excise, STPI rules and regulations**

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- **Through understanding of SEZs – Developer, Co-Developer and Unit, Customs Excise, STPI rules and regulations**
- Extensive experience in Development of sourcing strategies, encompassing vendor identification, development and analytical assessment to strengthen supply chain effectiveness
- Expertise in implementing cost saving measures to achieve substantial reduction in terms of man day, production cost, raw materials and energy consumption
- Demonstrated abilities in leading and motivating large teams, organizing training programmes for enhancing the personal skills
- An effective communicator with exceptional relationship management skills with ability to relate to people at any level of business

Education and Certification

- **BA** – Bangalore University, Bangalore
- **D-Pharmacy**
- **Six Sigma – (Qualified as Greenbelt on ISTRIVE model)**
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Career Milestones

- Procurement and framing the policies in the organization. Tasked with the procurement of **Non IT, IT & Telecommunication products** e.g. Construction, Interior, Chair, Workstation, Carpet, AC, DG, Ups, Servers, Desktops, Printers, Software, Passive Components, Active Components etc. for **85 Lakhs Sq. Ft (39 offices)**, across PAN India
- Successfully handled the international projects for procurement: US, Malaysia, Australia, Japan, UK & Germany
- **SEZ Approvals as Developer, Co-Developer and Unit from Ministry, DC office etc.,**
- **SEZ Developer, Co- Developer and Unit regulations and process in the origination level**
- **SEZ Developer, Co- Developer and unit Approvals from Development Commissioner regulations and process**
- Liaison skills with various State & Central Government departments, ensuring smooth business operations
- **Obtaining / renewal of letter of permission (LoP), Obtaining Import Export Code (IEC) and Register Cum Member Certificate (RCMC)**
- **Obtaining enhancement of Production, Claiming Duty Drawback**
- **Permission for additional location (s) / Changes of location (s), DTA sale approval**
- **Bond cum Legal under taking is required to be executed by Developer, Co-Developer and Unit with Development Commissioner**
- **Developer, Co-Developer and unit execute bond with Customs for operation in the SEZ**
- **Periodic report with Development Commissioner for Developer, Co-Developer and Unit**
- **Maintain proper record of account for Developer, Co-Developer and Unit**
- **Duty free Import / Domestic procurement of goods , Shifting of goods from SEZ to SEZ (Developer, Co-Developer and Unit)**
- **All Approvals are obtaining from UAC headed by Development Commissioner**
- **Obtaining approval for Exit of SEZ**
- **Obtaining annual permission for Sub- Contracting**
- **Obtaining Processing and Non – Processing approval from BoA and DC**

- Handling the annual Contract negotiations and formulation of Service contract like– Security, House Keeping, Employment Transport, On Call Cab, Canteen management, Guest House/ hotels, Pest Control, Engineering and Maintenance
- Led a global team to deliver savings of 20%
- Commercial Bids, Pricing and cost benefit analysis
- Budget Vs actual and Variance analysis, periodic review
- SGA - analysis & reconciliations
- Handling the Internal, External Quality Audits, and maintenance of requisite documentation
- Finance and Accounts– Assets, Liabilities, Equity, Revenue and Expenses

Employment Profile

Jan' 18– Till date at AMB Global Resources Pte. Ltd, Singapore based at Hyderabad, India – Procurement Country Manager

- Lead key business development activities related to strategy improvement and purchase to pay (P2P) services procurement, category management, and contract management including targeting key C – level clients, proposing services and closing opportunities
- Assist partners with practice of administration including resource allocation, career development of staff and other people management decisions
- Lead key business development activities related to government procurement, subcontracts management , compliance purchase to pay transformation, strategic sourcing and category management, proposing our service and closing new business opportunities
- Understand and deploy 7 step sourcing strategies including analysing and a conducting a detailed market/ supplier review
- Qualify new vendors including conducting RFPs and managing vendor negotiations in high spending or key functional areas and ensure purchasing and procurement optimization by generating cost savings and anticipating issues

Feb'98 – Sep' 17 at Tech Mahindra Limited (formerly Satyam Computer Services Limited), Hyderabad , India: General Manager – Commercial

- Drive advance decision support and monitoring tools programs enabling performance monitoring optimized MHE business allocation and make –or – buy decisions.
- Develop the necessary controls, policies and procedures to ensure Amazons global MHE vendors delivery on time, within budget and meet the quality standards
- Establish and track performance measure and analytics to achieve organization strategic goals
- Develop and implement supplier qualification and performance scorecard
- Manage a team of TPMs
- Develop strategies to optimize vendors SCM and smooth project implantation schedules
- Create comprehensive “should Cost” model and detailed cost database across multiple supplier

- Performance management and development of the purchasing team, including coaching, employee reviews, compensation, KPI management and driving to results
- Oversee one abbott procurement performance and manage relationships with stakeholders including service providers
- Leads, coaches and develops direct reports or cross functional teams to ensure strong performance and build high performing teams, networking and relationship management
- Develops aligns and drives strategic projects to improve procurement process and work in collaboration with internal communication to promote and improve visibility of group procurement, internally and externally
- Sense of urgency, ability to take action quickly in fast paced environment. Ability to complete tasks on time with high quality, excellent global supplier management skills with ability to foster and leverage professional relationship
- Strong professional experience in procurement functions, excellent business / financial acumen, proficient in leading and managing cross- functional teams
- Strong negotiating skills with the ability to adapt and improvise , knowledgeable in freight classification systems including NMFC classification and density based classification
- Responsible for leading projects of varying complexity including those focused on cost reduction strategies, process improvement and controls , manage multiple procurement assignments including ensuring that adequate resources are place to facilitate the execution of timely purchase
- Internal GM;s/ Operational VPs, Operational Managers/ Buyers, Finance, Legal, IT, HR, PM and all Stakeholders
- **Successful in building relations** with Vendors & Service Providers; resolving critical problem areas and delivering on customer commitments.
- **Appreciated by the Senior Management** for demonstrating outstanding performance and displaying ethical & consistent approach to the procurement of goods & services.
- **Recognized for generating effective coordinating** of incoming/outgoing materials and its record keeping.
- Successfully handled the **international projects for procurement: US, Malaysia, Australia, Japan, UK & Germany.**
- **Instrumental in implementation of systems** and procedures for the smooth running of business and efficiently managing the inventory levels, for ensuring ready availability of material to meet site and dispatch targets
- **Statutory Compliance/ Liaison** Good Knowledge about **SEZ - Developer, Co-Developer and Unit , STPI , Customs Central Excise, procedures** Liaising skills with various State & Central Government departments, ensuring smooth business operations..
- Ensuring adherence to pre-order and post-order activities pertaining to import through duty-free route as per STPI and Customs regulations SEZ- Developer, Co-Developer and Units. High level Negotiations and Finalization of Service level agreements.
- Involved in the Annual Maintenance Contracts for HW like Routers, EPABXs, Printers, Servers and various kinds of software. Monitoring of AMCs and contract management, rate contracts.

- Actively involved in Development and Evaluation of vendors. Report - Filing of monthly, quarterly and annual returns. Maintenance of all related Statutory Records. Monitoring Cargo clearance. MIS Report.
- Logistics: Supervising logistic operations Viz., Air, Sea freights & inland transportation upto site warehousing coordinating with Custom House Agents, C&F agents and other external agencies for ensuring timely clearance and cost effective transport solution. Negotiating with transporters, shipper etc., to ensure seamless and cost-effective movement of consignment .
- Managing the import and export operations keeping **compliance with SEZ, Customs law, notification , Tariff, RBI rules and guidelines ensuring timely and maximum realization of export incentives. Attending SEZ , Customs& Excise and DGFT litigations** with respective appellate authorities
- Incurred a reduction of ordering lead-time by 75%. Trained a batch of Green belts on Six sigma methodology.
- Guided 2 six sigma improvement “Green Belt” projects & passed Statistical Aptitude test securing 75% marks.
- Periodic Organization structure change Management in various tools without hindrance to ongoing works.
- Key Reconciliation process established in audit restatement of accounts. SGA analysis and costs reduction measures implementation. Achieved ADI score 4.75 on a scale of 1 to 5 from the team consistently.
- Played pivotal role in developing process for E-support / PS 9 modules on various process automations.
- Managed and groomed a team of 20 members from junior level to senior level.

Growth Path:

- ⇔ Asst. Manager
- ⇔ Dy. Manager
- ⇔ Manager
- ⇔ Sr. Manager
- ⇔ Dy. General Manager
- ⇔ General Manager

Accolades:

- ⇔ Reduction of ordering lead-time by 90%.
- ⇔ Trained a batch of Green belts on Six sigma methodology
- ⇔ Guided 10 six sigma improvement “Green Belt” projects
- ⇔ Passed Statistical Aptitude test securing 90% marks.
- ⇔ Improvement in productivity by 45% through streamlining and automation of procurement process.
- ⇔ Implementation of Tools for planning, monitoring and reviewing resulting in effective tracking of activities throughout the procurement process.
- ⇔ Successfully achieved BVQI re-certification along with the team in Feb’98 to 2017.
- ⇔ Successfully achieved CMMI Level 5 – certification along with team 2008-2017

Awards Received

- ⇔ Received “ISO9000 auditing best performance”
- ⇔ Received “a recognition Award from VP for successful completion of the project in time”
- ⇔ Received “Best negotiator award”
- ⇔ Received “Bajaj Award for Business Excellence
- ⇔ Received “Sustained Performance Award”
- ⇔ Star Performers
- ⇔ Full Life Cycle Leader

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- Experienced pharmacy professional with demonstrated success in retail positions and leadership roles seeking new professional challenge. Able to manage pharmacy operations with flexible and resourceful approach. Excellent record keeper proficient in administering immunizations and monitoring supplies.
 - Improved organisation and supply management policies for all medicines and materials.
 - Trained and mentored pharmacy support technicians.
 - Exceptional social perception, facilitating the understanding of concerns and issues of both patients and prescribers as they arise.
 - Instructing skills that allow me to teach others how to do things better rather than just doing jobs for them.
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- **IT Skills:** Proficient with the use of MS Office, MS Word, People soft and the Internet

Personal Details: DOB: 12th Dec 1966 ♦ **References:** Available on request