

Resume

Pankaj Kumar

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22 years of hands-on experience, seeking an assignment

Procurement/ Supply Chain Management

(EPC Projects of DMRC, RMC Plants, Power, Switch Yards, Roads/Highways, Real Estate, Infrastructure, & Construction /MEP /Pipelines – Oil and Gas/Sewer Treatment Plant.

COMPETENCIES AT A GLANCE

- Track record of Project / Capital Purchase for the various projects of Delhi Metro, Roads/Highways, Real Estate, Thermal Power Projects, Infrastructure, Pipelines.
- ❓ **Project / Capital Purchase** – Procurement of EPC Projects Includes Civil, Mechanical & Electrical, Switch Yard, Power Transmission Products, Contracts, MEP, Screw / Scroll / Package Chillers, Heat Exchanger, Cooling tower, Chilled Water Pumps, BMS, STP/ETP Plant & Equipment, Fire Fighting Products, Elevators, Rotating equipment, Transformers, Tower Cranes, Passenger Hoist, Ready Mix Concrete Batching Plant, Silos, Conveyors & Accessories, Piling Rig, Concrete Pump, Concrete Recycling Plant, Flake Ice Plant, Boom Placer, Generator Set, Compressors, Aggregate Crushing, Screening & Conveying Equipment, Feeder, Stackers & Recamier, Debagging Plant, EOT Crane, Formwork & Scaffolding, Machine Tools, Furnaces, NDT & Measuring Instrument, Pressure Vessels, Hydraulic Power Packs, Boilers, Air Pollution Control System, Weighing Scales, High Pressure & Vacuum Pump, Bulk Drug Pharmaceutical Machineries, Agitators, Office Equipment, Hotel & Resort items Canteen Equipment, Water Heater, , Furniture etc. Water Proofing, Painting, Flooring & Finishing Contracts, Structural Fabrication, Piping, Equipment Installation, Fire Fighting, MEP, STP/ETP Plant, Civil Contracts, Electrical Contract etc.
- ❓ **Hiring / Rental of Equipment's** – Mobile / Telescopic Cranes, Piling Rig, Hydra, Tower Crane, Hoist, Generator Set, Compressor, Shuttering Formwork & Scaffolding etc. for long or short term duration.
- ❓ **Engineering / Tailor Made Jobs** – Structural Fabrication, Platform & railing, Fabrication Housings & its machining, Major & Minor Assemblies, Casting & Forging machining job work, Shafts, Gears & Pinions, Sheet Metal & Pressed components as per drawing.
- ❓ **Raw Material** –TMT steel, Structural Steel, Aggregates, sand, GSB, filling sand, WMM, Bitumen, Microsilica, Polymer, Admixtures, TMT coupler, Plates of Various grades like IS 2062, High Tensile, BQ Plates, Sail Hard Plates, ERW & Seamless Pipes, CR & HR Sheets & Coils, Profile Cut, Graded Casting, Cast Steel, Non-Ferrous commodity items, Open & Closed Die Forgings, Round Bars, and Gratings etc.
- ❓ **ARC Contracts** – Long term rate contract for Consumables, Hardware, OEM Spares, Office Equipment Services, IT Software, Third Party Inspection, Civil, Mechanical & Electrical Services Contracts.

- ? **Logistic Contracts** - Domestic Logistic Contracts, Transportation, Liasioning with all Government Dept.
- ? **Bought Out Items** – Hydraulic & Pneumatic Products, Plumbing material, Valves, Transmission Products, Electrical Switch Gears & Other Accessories, Electrical Cables, Control Panels, Electrical Motors, Automation Products, Instrumentations, Seals, Bearings, Ball Screw & Guide Rolls, Rubber & Plastic Products, Guide Chains, Transmission Chains & Sprockets, Centralized Lubrication System etc.
- ? **Consumable Products** – Grinding & Welding Consumables & Accessories, Safety items, Industrial Oils & Lubricants, Industrial Gases, Belts, CNC Tooling & Inserts, Hand Tools & Power Tools, Fasteners, NDT Consumables, Paints & related materials, Packing Materials etc.
- ? **IT Products** – All type of IT Hardware & Software License. Renewal of License.

➔ Knowledge of

- ✓ Complete Supply Chain management includes Procurement, Stores, Inventory, Logistic & Dispatch.
- ✓ Process Flow in various segments includes EPC Project, manufacturing sector, process industries.
 - ✓ Capex / Project Analysis such as ROI, Make or Buy, Buy or Rent, Financial options etc.
- ✓ Contractual Terms & Conditions of Purchasing & Contracts. ✓ Purchase within budget & tenure with desired quality.
- ✓ Various fabrication & machining methods. Defining of process cycle of new component.
- ✓ Strategic Sourcing through Cost Estimation & Value Engineering comprise change of product, using alternate brand, omitting purchasing, utilizing non-moving products, site transfer etc.
- ✓ Negotiation Techniques
- ✓ Production Planning, Scheduling & Expediting+
- ✓ Pre-planning, directing, coordinating & controlling work flow to ensure high performance of the department.
- ✓ E-Procurement – Pre-Ordering / E-Bidding & Post-Ordering.
- ✓ Supplier Performance Evaluation. New Supplier Development Process bearing in mind QCD Concept. ✓ Sound Supplier base of several category material & services.
- ✓ Optimizing Inventory by Numerous Inventory Tools such as Inventory Turnover ratio, ABC analysis, EOQ, Min. & Max. Inventory level, Non-moving, Slow Moving etc.
- ✓ Several MIS Reports includes Purchase Volume, Project wise, Payment term wise, Efficiency report, Supplier Evaluation etc.
- ✓ Through knowledge of different payment terms ie. ILC, BG, T/T, Finance against Capital etc.
- ✓ Well versed with taxes & duties includes Excise, CST/VAT, ST, Entry Tax, WCT, TDS, Custom etc.
 - ✓ Attending Audit Queries.

➔ Knowledge of Import Purchase & Clearing Procedures under EPCG, Advance License, EOU, SEZ.

WORK EXPERIENCE (From Last to First Company)

1. Organization

M/S YFC Projects Pvt Limited

Group Companies – Eklavya HSG DKY JV

Industry Type	EPC Projects, RMC Plants, DMRC Metro, Building, Roads - Projects, Infra, RMC Plants
Designation	Head Purchase – Handling 4700 Crs Projects Pan India
Duration	June 2014 to until date
Location	Corporate Office - Info city 1, Sector - 34, Gurgaon – 122001.

Projects

RMC Plants, DMRC Projects – DC04, CC86, CC94, CC 127, CC 129, DMRC Housing – Ghaziabad, Highway/Road Projects - NH 57– Odissa, SHJ – Khunti, Jharkhand. Building Projects – CBI Quarters- NBCC Delhi, AWHO Pune, STP Project – Sujargarh, Churu, Naguar – Rajasthan, NH 157, Beawar.

Key deliverables:

Managing team of 06 employees at head office and 8 at site offices.

- Responsible of Central Procurement - Annual Purchase of Rs. 760 Crs includes - Steel/ Structural Steel, Sand, Aggregates, GSB, WMM, Bitumen, Cement, Admixtures, Shuttering Materials, Tiles, Flooring, IT- Computers, Spare Parts, capital Tools, Plywood's, Timber, Marbles, Bricks, Finishing Items, Electrical Items, Transformers, Lifts, Mechanical, Hardware, Consumables, Finishing Items, PPE items, construction materials, Construction Equipment's, Marble, MEP, Finishing Items, Glazing Items, Fabrication Items etc. Rate contract, outline Agreement, invoice verification & payment certification. Evaluate bids & prepare comparative statements, Prepare MIS to monitor contract performance.
- Handling 9 RMC plants which is dedicated to Projects, cumulative production of 72000 cum per month.
- Follow-up and settlement of Vendors Bills as per Credit Period Norms and ensure Monthly Closing and quarterly reconciliation. Procurement of Construction equipment and materials. Inventory Control,
- Cost Reduction, assessment of Vendor Delivery Performance, Vendor Development, Inventory management, cost control and periodical review of the same. Purchase of Excavators, Cranes, Batching Plant, Concrete Boom Placer, Gantry Cranes, Tower Cranes, Tippers, Motor Graders, loaders, backhoe loaders, Soil Compactors, Sensor Pavers, Transit Mixture, Pneumatic Tyre Roller, Bitumen Sprayers, Kerb casting machine, road roller, crushers, weigh bridges, DG sets.

2. Organization

M/S Lanco Infratech Limited

Industry Type	EPC Projects, RMC Plants, Highway/Road – NH 48, EPC / Power Projects – Korba (CG), Anupur (MP), Koradih – Maharashtra. Heavy Industries, DMRC, Chennai Metro. Building Projects – Lanco Hills – Hyderabad.
Designation	AGM - Purchase & Store–Handled 18400 Crs Projects Pan India
Duration	August 2011 to Feb 2013
Location	Corporate Office, Udyog Vihar Phase III, Gurgaon , Anupur, MP

Key deliverables:

- Managed team of 05 employees at head office and 14 at site offices working for 5 projects of Power plant, Switch Yard, Transmission Line, Solar & Thermal, Highway and Buildings.
- Handled 11 RMC plants pan india, production around 1.37 lac cum in a month.
- Drafted Special conditions and general conditions of contract for construction division, which are presently used.
- Presently responsible for procurement of 3250 Crores as Construction division procurement, •Participated in procurement of worth 3000 Crore value of items and contracts within sort span of 14 months and savings of 187 crores as part of corporate procurement team acting as negotiator and process auditors.
- Controlling procurement of around 150000Mt. of TMT Steel bars and 320000 Mt. of cement yearly for thermal projects with significant savings.
- Pivotally introduced new vendor registration and performance monitoring procedure for all the divisions.
- Conducted reverse auction for supply of transmission towers value 25 crores.
- Pivotally negotiated rates for the 500 crore equipment's
- Participated in negotiation of Balance of Plant packages like coal, ash handling, DMPT, LT panels, HT Panels, Sub Station, Fuel oil system, hiring cranes, HVAC, Transformers, side stream filters, CW pumps for Thermal projects.
- Involved into procurement of Two Metro Rail Projects of worth 300 Crores at Chennai & Delhi along with 5 nos. Of Building Project including Bhubaneswar Airport, HPCL R&D centre and Lanco Hills Manikonda.
- Entrusted with responsibility of procurement of mining equipment's for Maha Tamil project under which two coal blocks in Chhattisgarh are to be developed.

3. Organization

Maytas Infra Limited (M/S IL&FS Engineering Ltd)

Industry Type	EPC Projects, Infra, Rapid Metro Project, Gurgaon
Duration	December 2008 to July 2011
Designation	Sr Manager – Procurement –Handled 5700 Crs.
Location	Hyderabad/Gurgaon

Key deliverables:

Responsible for the procurement of all type of raw material Bitumen, HSD, FO, Steel and Cement, plant, equipment and machinery.

- Managed cement 130000 Mt., steel 30000 Mt., HSD 18000 KL, FO, Bitumen 18000 Mt., FO, Polymerized Modified Bitumen & emulsion of worth 400 crores in 2009-10 for all north India projects with savings of around 10 crores by signing MOU with key suppliers.
- Developed complete system of procurement, import including policies, procedures & standard terms & conditions.
- Discreetly released orders for plant equipment and machinery of worth 200 crores - This includes Excavators, Tippers, Motor Graders, loaders, backhoe loaders, Soil Compactors, Sensor Pavers, Transit Mixture, Pneumatic Tyre Roller, Bitumen Sprayers, Asphalt Batch Mix, Kerb casting machine, road roller, crushers, cone crushers, batching plant, loaders, weigh bridges, Dg sets etc.
- Deployed around 70 nos. Of road construction machines and DG sets on hiring basis.
- Directly monitored import clearance of machinery, cement (48000 mt. per annum)

4. Organization

M/S Hindustan Construction Limited

Industry Type	EPC Projects, Infra Projects, Heavy Industries, Pipelines
Last Position Held	Manager – Purchase & Store – Handled 3800 Crs Projects Pan India
Duration	October 2004 to November 2008
Location	Odisha – Regional Office

Key deliverables:

- Procurement of direct material like steel, Iron, cement, Bitumen, road marking paints.
- Pivotaly procured for Pipelines Projects, Optical Fibre Fusion Splicer, optical time-domain reflectometer, optical fibre cable and other items for the while lying optical fibre cables client Bharti Infotel Limited across India.
- Developed and implemented a computerised system for stores administration & inventory at project site with IT team.
- Procured Steel from Jindal Steel and Power, Ispat, Essar Steels, SAIL, RINL, Tata Steel etc.
- Setting up of purchase department including development of process & procedure of purchasing and bill passing.
- Development of system of raising transportation orders & contracts. Transported various ODC equipment's like Motor Grader, Excavators, Batching Plant, Hot Mix Plant etc.
- Arranged of 60 days rolling credit from BPCL and IOCL in order to get the supplies of Bitumen LDO and Diesel.
- Released orders for plant equipment and machinery of worth 200 Crs with estimated savings 20 crs. This includes Excavators, Tippers, Motor Graders, loaders, backhoe loaders, Soil Compactors, Sensor Pavers, Transit Mixture, Pneumatic Tyre Roller, Bitumen Sprayers, Asphalt Batch Mix, and Kerb casting machine, road roller, crushers, and cone crushers, batching plant, loaders, weigh bridges, DG sets forklift. Efficiently developed a vendor base of approx. 240 vendors across the country for procurement of steel/cement. Managing the contracts of Sanitary & Fire fighting, Interiors, Electrical, HVAC, Modular furniture.

5. Organization

M/S DODSAL Pvt Limited

Industry Type	Highways, Pipelines, Refinery, Tankages
Last Position Held	Dy Manager – Purchase – Handled 3800 Crs Projects.
Duration	June 1999 to September 2004
Location	Dahej, Bharuch/Baroda- Gujrat

Key Deliverables: •Procuring all bulk material cement, steel, aggregate & sand, MEP Packages, and finishing items around 400 Crs. sub-contracting Pipeline Projects, Infra/Roads Projects

- Extensive experience in sourcing & developing a domestic/international Supply Chain and utilising successfully. Procurement of UPVC/CPVC, Shuttering/Scaffolding, Piping, Diesels, Capex Materials, Admixtures/Chemicals, IT

Procure, Spare Parts, capital Tools, Finishing Items, Electrical Items, Mechanical, Hardware, Consumables, Finishing Items, PPE items, construction materials, Construction Equipment's, Building Materials.

COMPUTER SKILLS

- Well Acquaintance of Microsoft Excel, Word, Power Point.
- SAP R-III, Oracle and Navision
- Experienced in developing Process Flow based Customized ERP System.

EDUCATIONAL DETAILS

- ✓ MBA from MS University, Baroda 2002
- ✓ Graduation in Bachelors in Science (Physics) honors from Vinoba Bhave University Hazaribagh in 1998 – 1ST
- ✓ 12th from Patna University – Second Division
- ✓ 10th from CBSE, Patna - Second Division
- ✓ Diploma in Computer Applications from NIIT, New Delhi 2001

Currently enrolled to Diploma in Material Management, New Delhi

PERSONAL PARTICULARS

Date of Birth: 01st March 1976

Place of Birth: Dhanbad, India

Sex: Male / Weight: 84 Kg / Height: 5' 11"

Nationality: Indian

FAMILY STATUS

Brother, Self & Spouse blessed with two children

LANGUAGES KNOWN

English, Hindi, Bengali

HOBBIES

To read newspaper,
Playing Badminton and Cricket

CURRENT CTC

CTC – Rs. 19.97 Lacs P.A

EXPECTED SALARY

Negotiable

Date: 24 .07.2025

Pankaj Kumar

*****Thank You*****