

BALAMURUGAN SAKKARAIAPPAN

-SENIOR PROCUREMENT MANAGEMENT PROFESSIONAL

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"A Progressive Procurement Leader, highly regarded for heading Procurement functions, emphasizing value addition to procurement operations, escalating business progressively by generating significant cost savings."

PROFILE SYNOPSIS

- **Dynamic Management Professional with experience of over 25 years, reflecting year-on-year success** in fuelling the organization's growth to the next stage by building world-class procurement capabilities of the establishments. Career reputation in procuring mirrored with an extensive track record of achievement and often exceeding expectations of highly-reputed organizations.
- **Leveraged prowess and perspective** in managing strategic procurement of prime contracts, subcontracts, and services encompassing project materials and equipment related to EPC & EPIC projects for Qatar Petroleum (QP), including framework agreements; devising and implementing innovative procurement strategies to incorporate the growing complexities and challenges within the industry.
- **Undertook challenging assignments** with a passion for an organizational turnaround, relationship building with the vendors, and strategic planning to enhance activities efficiency year on year and lead to business growth. Owned strategic process improvements for driving continued operational excellence for the supply chain & procurement functions.
- **Demonstrated SAP excellence**, coupled with a strong background in strategizing, building, and implementing delivery aimed at reducing the cost to serve significantly to the customers & making businesses more competitive in the market.
- **Significantly reduced procurement costs** by standardizing processes, negotiating favorable terms, and streamlining supplier's channel.

CORE COMPETENCIES

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|----------------------------|---|---|---|---|---|
| Strategic Planning | ■ | ■ | ■ | ■ | ■ |
| Procurement Management | ■ | ■ | ■ | ■ | ■ |
| EPC Business Practices | ■ | ■ | ■ | ■ | ■ |
| Suppliers Management | ■ | ■ | ■ | ■ | ■ |
| Project Management | ■ | ■ | ■ | ■ | ■ |
| Subcontractor Management | ■ | ■ | ■ | ■ | ■ |
| Negotiation | ■ | ■ | ■ | ■ | ■ |
| Team Building & Leadership | ■ | ■ | ■ | ■ | ■ |

CAREER TIMELINE



CAREER CONTOUR

Blackcat Engineering & Constructions WLL, Doha, Qatar | Since Feb 2010

Successfully revised better payment terms with vendors from 30 days to 60-90 days; negotiated with vendors for better discounts to create better profit margins for the project. Explored new vendors for current and future projects. Saved over 6 million QAR on the project vs. the budget on the current project

Succession Path:

- Jun 2020 – Present: Procurement Manager
- Feb 2010 – May 2020: Senior Procurement Engineer

KEY DELIVERABLES

Procurement Manager

- **Strategic Planning:** Developing the competitive procurement and negotiation strategies and implementing the best practices across the firm. Determining and executing the procurement strategies based upon the position requirements by creatively conducting research and utilizing many resources.
- **Procurement Management:** Accountable for conceptualizing procurement policy and process aligned to maintenance requirements. Involved in end-to-end management of procurement activities for EPC & EPIC projects of the organization based on the company policies and other statutory regulations. Focus on global project procurement for goods and services of various disciplines encompassing mechanical, piping, Instrumentation, F&G, Electrical, Civil, Structural, Construction, etc.
- **Sourcing Management:** Developing competitive sourcing strategies, actively engaging suppliers, professionally negotiating purchase orders, and resolving performance issues; conducting ongoing market analysis and leveraging supply chain knowledge to understand and articulate market trends and spend analytics.
- **Negotiation:** Ensuring value-addition to the existing business by negotiating the terms and conditions. Negotiating with suppliers and vendors to secure advantageous terms.
- **EPC Business Practices:** Understanding major technical, organizational, managerial, and business issues related to operations management. Extensive knowledge of commercial laws, practices, and standards as they relate to management and project delivery
- **Suppliers Management:** Develop and present supplier management plans with the vendors; align contract strategy between the downstream business and shipping. Executing strategic sourcing processes for assigned categories from market intelligence, business base case, and scope development to commercial negotiations, supplier selection, and contract execution.
- **Project Delivery Management:** Understanding project delivery processes (i.e., program management, construction management, CM/GC, design, design-build) and their relationship to supplying management delivery. Assisting in setting up the project within the ERP system (SAP System). Overseeing project-specific Terms and Conditions for suppliers following customer's requirements and needs, negotiated by buyers with legal support.
- **Subcontractor Management:** Recognizing subcontractors for EPC & EPIC projects and finalizing sub-contracting agreements
- **Team Leadership:** Building a world-class procurement organization through identifying, coaching, and mentoring professionals as part of an overall talent management effort to recruit, retain, and engage top talent.

Senior Procurement Engineer

- Liaised activities related to the procurement of goods and services for mechanical, instrumentation & controls, safety, civil, and information technology departments in supply chain management.
- Successfully rolled out business module for Procurement and Supply chain vertical. Organized cross-functional training to ensure a smooth transaction. Commenced global business solution and effective collaboration of its process with existing procurement and supply chain process. Set up vendor database and vendor rating procedure, including updated rate contract
- Resolution of invoicing issues with vendors, accounts, expediting, and items associated with the closeout of the assigned project

Major Commodities & Subcontracts

- **Mechanical: Packages / Equipment** – Smokeless flare, Compressors, Generators, Pumps, Air Coolers, Filters, Nitrogen skids, Corrosion inhibition skids, WHCP, Solar system, CNG, Odorization, PRMS, ETC.
- **Pipeline & Piping** - Line pipes, Barred Tees, Pig launchers, Receivers, Hot Induction Bends, Isolation Joints, Pipes, Fittings, Flanges, Valves, Stud bolts & nuts, Gaskets, Etc.
- **Valves** – Ball, Gate, Globe, Check, MOV's, ESD, PRV's, SRV's
- **Electrical** - Transformers, Switch gears, UPS systems, Distribution boards, Lighting poles, Cables
- **Instrumentation** – Instrumentation/FOC/Control cables, Ultrasonic flow meters, Gauges, Transmitters, JB, Glands, trays
- **Fire & Gas** – Fire and Gas Detectors, Devices, Eyewash stations, Fire extinguishers, Fire hose cabinets, etc.
- **Systems** - ELV Packages - ESD, SCADA, PLC, PMS/LDS, BMS, ACS, CCTV, PAGA, Telecom, ICSS etc
- **Civil** - Doors, Windows, Louvers, Hollow blocks, Kerbstones, Tiles, Reinforced steel, Cement, Paints, Structural steels, Dune and Washed sand, general fill, selected fill, aggregates, timber, plywood, etc.
- **Capex** - Welding Machines, Tools and tackles, Scaffolding, Cranes, Fork Lifts, Boom trucks, Generators, Pick-Up, Buses, Cars, Trailers, Machinery, etc.
- **General** – Spares, Welding and all general consumables, PPE, HSE, and safety materials
- **Subcontracts:** Detailed design and engineering services; Topography and Geotechnical surveys
- Intelligent Baseline survey; Horizontal Directional Drilling; Micro Tunneling works
- Pipeline and piping – Cleaning, Purging, Gauging, Flooding, Pigging & Hydro testing; Valve testing & repair Hot Induction Bends, Cold bending, Hot bending of pipes
- Cathodic Protection Systems.
- Field joint FBE Coating; FBE coating of pipes at Vendor works
- Scaffolding, Painting, Insulation, Fireproofing

- HVAC works; Machining, and fabrication works
- Equipment & Manpower Hire Heavy Lift Equipment
- Bolt Torqueing and Tensioning
- Asphalt Road Works; Earth pit drilling; Cut & bent rebars, Concrete supply
- NDT and Material testing
- Third-Party Inspection services,
- Buildings, Roof waterproofing, Trenching, excavation, backfilling
- Cable laying and termination works etc.
- Transportation, Forwarding & Clearing contracts.

Major Projects

- EPIC for CNG Stations in RLIC and MIC valued at 210 million for Qatar Petroleum 2019 – 2020
- EPIC for Extension of Manifolds to create additional slots at KN and KS in Dukhan valued at 24 million for Qatar Petroleum 2017 – 2018
- EPC shutdown projects valued at 25 million for Qatar Gas 2014 – 2017
- EPIC of Sweet Fuel Gas for Dukhan Consumers, valued at 400 million QAR for Qatar Petroleum from 2010 to 2015
- EPIC of Smokeless flare & Automatic Blowdown system, valued at 350 million QAR for Qatar Petroleum from 2010 to 2014
- Handled Turnaround maintenance of Arab D 3 shutdown for Qatar Petroleum valued at 150 million
- EPIC for upgrading the instrument Air compressor at KNDS valued at 23 million 2012 – 2014

ISCOSA Industries & Maintenance Ltd, Dammam, KSA as Material Engineer & Logistics Coordinator | Oct 2006 – Mar 2009

KEY DELIVERABLES

- Functioned on general business support/administration contracts through all phases of the pre/post contracting cycle from initial market research, compiling, executing, and managing invitations to Tender (RFQ) to Evaluation and final Contract.
- Assured compliance with the purchasing policy and procedures within the limits of delegated authority. Prepared and updated logistic plan of the project operation, including air, sea, and land transportation.
- Carried out the weekly update on the Procurement status to the Procurement Manager; weekly review of the project with the team and Project. Developed vendor database.

PRIOR WORK HISTORY

ACE Corporation, Azerbaijan as Senior Buyer and Logistics Coordinator | Jan 1996 – Aug 2006

EDUCATION CREDENTIALS

- MBA – Business Administration, University of Madras (SRM Engineering college), 1996
- BE (Mechanical Engineering), Bharathiyar University, Tamil Nadu, India, 1992
- H2S BA [QP approved] - Enertech
- First aid & Basic CPR training - Enertech Qatar
- Completed two-year Course at National Institute of Information Technology [NIIT]- Chennai, India Full-time course 1992-1994

“Technical Proficiency: Well-versed with the office software such as Excel, Word & PowerPoint.

PERSONAL DOSSIER

Date of Birth: 01 Sep 1969 | **Nationality:** Indian | **Passport No.:** T4996123 valid till Apr 2029

Languages Known: English and Tamil

Passport Details: T4996123 valid till Apr 2029

Visa Status: Employment Visa

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