

REENA BABY

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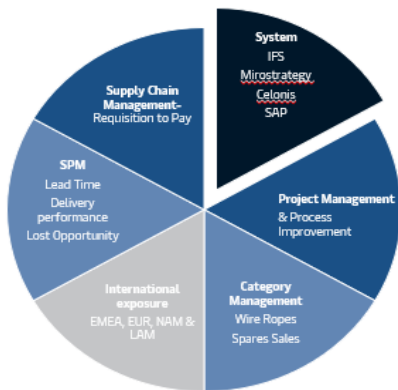
PROCUREMENT– DIRECT CATEGORIES, OPEX, SCM, SPM

Supply Chain & Procurement | Project Management | Category Management | Supplier Performance Management

12 years of experience into Sourcing and Procurement activities globally both into Direct and indirect categories

Strong focus to drive and execute projects, excellent stakeholder management: ensure cost optimization & executing synergies across cross functional team through various initiatives.

A dynamic and driven professional with extensive experience into procurement, category management and supply chain management. Proficiently handled projects spend over \$57M over various CAPEX & OPEX projects with consolidated total savings achieved over 6-7M, across various industries & all regions across NAM, EUR, LAM & AMEA. Led cross functional initiatives like SPM with Digital team and process mapping for Second Hand spare sales with Central M&R team.



Project Management | Statutory Compliance | Policies & Procedures Development | Process Improvement | Supplier Performance Management | Stakeholder Relationship Management | Inventory Management | Contract management | TCO | Procurement | Indirect Sourcing | Sustainability | Negotiation | Supply Chain Management

PROFESSIONAL EXPERIENCE

A.P. MOLLER MAERSK GROUP | MAERSK PROCUREMENT

MAY 2016 – PRESENT

Assistant Category Management – Wire rope, SPM & Second Hand Spare sale

JAN 2019– Present

Wire Ropes Category:

- Handling the global portfolio for Wire Ropes, M&R scope for Spend around 8-9M USD across the APM Terminals.
- Accountable for overall project management of the category, contract Management & Supplier Relationship with all the global Framework agreement suppliers.
- Secondhand Spares Sales:
- Proven project management skills into executive the Pilot Spares parts sale for APMT Apapa, generating revenue of NGN 42M as Pilot project for parts declared by terminal as Obsolete
- Developing the category strategy, process and further aligning strategies towards Global and Regional category approach
- Driving Compliance & stakeholder alignment as the project scope is multidimensional due to the varied unit involved

Senior Buyer | Reporting Line: Manager – Purchasing Hub India |

JUNE 2016– DEC 2019

- Working in the Supply Chain Function for the India Purchasing hub from the Purchase requisition to fulfilment, delivery, and payments.
- Use of e-procurement tools and further development of internal purchasing processes
- Requirement scoping with stakeholders, expectation alignments based on specifications, SOW and other cost, delivery, negotiating on pricing, quality improvement rate, timely delivery, and credit terms
- Executing end to end execution for OPEX/CAPEX requirement within procurement standards.
- Activities OPEX under MRO and M&S, vendor management and supplier Relationship management
- Working for Gujarat Pipavav port, Chennai Container freight station, TCFS & Cold storage project.
- Working on various requisition at initial stage of Cold Storage function at CFS for all the engineering requirements, packaging, logistics
- Executing projects & driving compliance meeting business goals & overall organizational objective.

Supplier Performance Management:

- Responsibilities also include supplier rating and scorecards, supplier improvement plans, measurement against key performance indicators (KPIs), and abatement of supplier risk
- Institute policies and procedures for collecting and reporting key metrics that will reduce our overall expenses while increasing productivity

- Worked and led the SPM initiative with Digital team at various development phase with visibility of spend across categories, top spend suppliers, opportunity loss & entire supply chain cycle.
- Working on both Supply Chain & Category Management helps me to leverage information from system pertaining to data, spend and building into categories strategy initiatives.

PROCESS IMPROVEMENT & AUTOMATION

- Involved from business & user side for implementation from IFS 4 to IFS 8
- Data analysis for the current spend for various categories & vendor to converted Non- Contracted items to Contractual workflow, SPM Dashboard on MicroStrategy and Pilot on Celonis
- Power user of Teams, OneNote, Excel, PowerPoint, and analytics tools (PowerBI)

REWARDS AND RECOGNITIONS:

- Awarded certificates of excellence for setting up the Supplier Performance Module.
- Bestowed with Employee of Quarter & Spot Awards

GEP WORLDWIDE, MUMBAI

JAN 2013– MAY 2016

GEP is a leading global provider of consulting, outsourcing and technology solutions to procurement and supply chains at market-leading enterprises worldwide

Senior Sourcing Analyst

- Developed and implemented cost effective strategies to acquire talents and source the best candidate
- Latin America and EMEA Region with an overall portfolio of INR 156 Crores for Consumer Health Industry
- Effectively carried out miscellaneous analysis, refining and cleansing spend reports on parameters for various business units & categories like Inland Logistics, Professional services, Facilities – Canteen, Catering, Packaging, MRO, Manufacturing projects for client Kellogg's.
- Effective and regularly interacting updating stakeholders, supplier follow-ups until delivery and payments.
- Handled RFx projects on packaging, packaging technology, pallets, and chemicals – sending out the RFI, RFQ, Bid and negotiations with suppliers, analysis & rating of supplier responses, awarding the supplier.
- Worked on Market Intelligence Reports for Direct Category: Healthcare -Chemicals, APIs, and Packaging, Food Procurement
- Liaise with marketing teams to determine competitive pricing and promotional activities of a product category
- Responsible for developing thought leadership and eminence addressing the latest in supply chain innovation and digital supply chain.

ACCENTURE, NEW DELHI

MAY 2011 – DEC 2012

Delivering on The Promise Of Technology & Human Ingenuity To Make Change Work For You. One Global Network. 185 Ecosystem Partners. Client Value Creation.

Subject Matter Expert | Reporting Line: Service Delivery Lead | Clients handled: AMERICAN EXPRESS

- Responsible for the spend on the Rate card for Marketing with various online and offline marketing agencies
- Headhunted potential marketing agencies for rate cards for the marketing strategies withing American
- Build Selection Criteria and Perform Supplier Analysis: Identify, rank and weight supplier selection criteria
- Preparing the different reports related to total spent, Budget, VAT, budget allocation, balance etc.
- Supporting customer's procurement requirements for all business units in the Market for the EMEA and Latin American Regions
- Conducted regular survey, created new strategies to meet service standards and achieved client satisfaction

PREVIOUS ENGAGEMENTS

Assistant Manager, Exports, Bhopal

Jun 2010 – May 2011

Assistant Manager- Spares & Logistics, RadMedical, India

May 2009 – June 2010

ACADEMICS | PROFESSIONAL DEVELOPMENT

Master of Business Administration (Finance & Marketing), ICFAI University, 2009 – Scholarship student

WES - Certificate on the Double Bachelors, 2020

Bachelor of Commerce, Barkatullah University, 2006

Certifications / Trainings Attended: Way of Working, APMT Terminal LEAN Programme 2020 | Annual summit on Supply Chain Excellence, Maersk, 2016 | International training on Strategy for Success, Maersk, 2019 | MSME Certification