

# VINOD KRISHNAN

## Manager – Supply Chain

**PURPOSE:** Seeking to engage with reputed organizations to optimize the supply chain through innovative and cost-effective solutions for the competitive edge and sustainable growth of the business and better world to live.



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## PROFILE SUMMARY

### **Lionweld Meiser LLC – Supply Chain Manager [Current Employer] and Oasis Metal Manufacturing LLC – Planning Manager [2020 – 2014]:**

Competent Professional with 11 years of achievement driven experience in the roles of optimizing Supply Chain processing and cost-effective procurement strategies, Inventory and Production Planning Management for Engineering, Manufacturing and Fabrication in Floor Gratings, Structural Steel, Stainless Steel and Welded Wire Mesh.

## CORE COMPETENCIES

- **Business Awareness:** I continuously track the industry news and macroeconomic indicators in different parts of the world for Planning Business Continuity (BCP) and for capturing market opportunities.
- **Result Oriented:** I believe that the biggest motivator for an employee is progress in job, small wins every day as a part of a broader strategic vision. I do a weekly review of the operating plan of my team and measure their progress and success through KPIs and OKRs (other key responsibilities-learning goals).
- **Attention to Detail:** I apply my engineering knowledge to examine the task from all viewpoints – break the whole process of concept to commercialization into small steps and identify the overlooked risks and opportunities and find solutions to bring commercial value to the business.
- **Strategic Thinker:** I believe that recognizing the customer's purpose is the key to growth. I use data analytics to predict trends and build up agility by continually challenging my diverse team to reflect on the value they add. All the strategic goals are customer centric, experience driven, and data/technology led.
- **Negotiation Tactics and Planning:** I use negotiation tactics for small tweaks, shifts and adjustments in contract agreement. I gather all relevant information about suppliers and with a deep understanding of contract terms and supplier mindset I drive the discussion to a win-win collaboration.
- **Team Management:** I create a learning environment and give freedom for inclusive innovation in which new ideas can flourish. I have led diverse teams of size varying from 2 members to 25 members and created commercial value by capitalizing on the unique strengths and skill sets of each individual employee.
- **Contracts Management:** I have successfully completed 30 contracts in my tenure in Oasis Metal Manufacturing with no cost and time overrun.
- **Web-Based MIS:** I have initiated a system with live data and graphical dashboards for the continual monitoring of contract life cycle, cost, production and delivery status, anytime, anywhere.

## BEHAVIOUR COMPETENCIES

- **Client Liaison:** No business relationship is more important than the one with the Client, Suppliers & Sub-contractors, and as a proactive contract Manager I ensure that this is effectively managed to ensure a successful outcome for the business.
- **Relationship building** I leverage technology and social media platforms to build relationships with industry peers to get the latest updates on pricing, supply demand trend, capital investment projects, industry trends and breakthrough ideas in contract methods, techniques and evaluation criteria for complex procurement assignments.



- **Adaptability & Flexibility:** I successfully interact with all kind of personalities and all level of people from CEO to shop floor by adapting my communications style to match their needs and expectations. I believe that problems are more easily solved by understanding all the viewpoints.
- **Problem Solving** – I take a proactive approach to anticipating and preventing problems. When problems occur, to define those problems, investigate obstacles, gather relevant information, decide whether solving the problem should be a group decision, generates and analyzes alternate solutions and arrives at a workable solution.
- **Mindful Listener:** I take time to build a close relationship with all my teammates, meaning they feel able to share their concerns and joys with me.

## **ROLE ACCOMPLISHMENTS:**

### **SUPPLY CHAIN MANAGER: 2021 – Ongoing**

- **Contract Risk Management:** Developed a risk consulting methodology with the process owners to prevent contract risks from occurring, with focus on:
  - Understanding the risks inherent in contracts.
  - Designing risk solutions covering financial / insurance and internal controls.
  - Implementing robust contractual risk management processes.
- **Market Pricing Trend & Opportunities:** Initiated email notification of the pricing trends of raw material, galvanizing prices and logistics to procurement and sales estimation team from time to time for proactive and pre-emptive planning.
- **Contract Specific Documentation:** Implemented the practice of capturing all crucial and key information from conceptualization to delivery of a contract in a single document for easy reference and follow up. This helped to create Companywide consistent understanding and appreciation of contractual liabilities & ensured the delivery of all customer requirements in the Contract life cycle, based on
  - "Codes of Practices" – from Company to Client along with Quotation,
  - "Terms and Conditions for Product & Services" and "Terms and Conditions for Subcontractors" - Company to its Sub Vendors.
  - Project brief is inclusive of risk assessment with mitigation plan at each level of operation i.e. Engineering, Procurement, Subcon Management, Logistics etc.
- **Technology / Data Driven Tracking:**
  - Tracking of KPIs and OKRs for operations and supply chain via we based through technology driven web-based utilities.
  - Established live tracking and monitoring of Contract / Project Cost [Plan vs Actuals], to ensure that overall cost incurred by operational and procurement are within the budget. Generate a recovery plan in contract life cycle to control and maintain within the budget.
  - Improved the closure of contracts via the preparation of a Contract Closure Report with lessons learned and corrective action summaries, ensuring the adoption of best practices for future contracts.
  - Designed the Piece Monitoring System (PMS) with the support of 3rd Party Software Developer which enables to Live Status Monitoring of the Work Orders and reduction of needless paperwork.
  - Developed Online tracker to monitor & notify the validity status for contract agreement amendments and this enabled 100% visibility and awareness about updation.
- **Integration of Engineering:** Initiated and implemented the detailing of Grating in Tekla 3D CAD package, in line with BIM standards to deliver each project more efficiently.
- **Procurement & Resource Allocation:** Led the team for implementation of Best Vetting Process for suppliers and developed Guidance Notes on ordering information to ensure that procurement of all material is done as per specification and standards.
- **Contract SME:** Subject Matter Expert in procurement and contracting, competent in developing standards for legally binding agreements, contracts, policies, procedures, templates, tools and systems
- **Claims & Cost Control:** Initiated the tracking of Change Management System to ensure to have the cost controlled within the budget. In the event of over budget, alert system has been established to Project Management.
- **Team Monitoring:** Review weekly tracking of KPIs of all functional teams involved in the project to assess the progress and scrutinize the deliverables. This has helped to minimize the performance gap.



- **Compliance & Evaluation:** In coordination with QA/QC Manager, initiated projects audits of all internal departments (engineering, production, treatment etc.) and external suppliers (raw material, treatment, and logistics) to assure project delivery as per client requirements.
- **Vendor Evaluation for Product and Services:** Initiated a system of Vendor Evaluation by the Company's executing team for the Product and Services rather than limited to Procurement team assessment. This has helped to provide quick feedback to vendors and created closer collaboration with supply chain stakeholders.
- **Customer Satisfaction:** Initiated Customer Feedback Survey along with the final Delivery of the project to improve customer satisfaction, delivery, and revenue for the company.

## PLANNING MANAGER – 2020 – 2014 (Specialized in RM Procurement)

- Joined as a first recruit of the Planning team and played a key role in the development and implementation of planning management systems.
- Review the Raw Material and Prepare Material Consumption report for ordering and maintaining the minimum stock level and to ensure that there is no delay in the program due to pending raw material.
- Plan vendor audit in coordination with Procurement and QA/QC Managers for Raw Materials – Mills, Stockiest & Galvanizers to improve the Approved Vendor Database.
- Responsible for reviewing the PO and identifying the feasibility of achieving the delivery time committed, special requirements, commercial risks and highlighting the feedback to respective departments for action.
- Prepare Program Schedule and Submit for Client - review and acceptance, any deviation from agreed terms having impact will be notified well in advance with feasible solutions.
- Monitor & Prepare Production Plan based on the load, capability of Grating Welding Machines (3 Nos), Fabrication mix to maintain the workload uniform
- Conduct daily production meetings to ensure that issues reported having an impact are addressed and closed. Prioritize & manage the load at Galvanizer and Coordinate with SUBCON's to achieve the plan.
- Initiate & coordinate the preparation of export documentation, SABER Certificate for GCC customers. Liaise with Accounts to check the Client Payment Status prior proceeding for Despatch and Logistics.
- Liaise with Logistics and Procurement to book containers [20 'and 40'] and trailers for GCC Shipments. Prepare and Update Clients [US, UK, GCC ...] with weekly tracking sheet containing status of shipment.
- Addressing and closing out customer related complaints in coordination with QA/QC Manager. Participate in Management Review Meeting & Monthly Safety Meeting.
- Conduct Team review for Teams [Planning {2 No's} and Despatch {14 No's} on critical project points.

## Education & Certification

- **Bachelor's in Mechanical Engineering** from Visvesvaraya Technological University (VTU) (2009-2013) – Canara Engineering College, Mangalore, Karnataka, India.
- **IMS** Internal Auditor
- Certified Procurement Professional (CPP) and Project Management Professional (PMP) – Ongoing

## References

- **Mr. Stuart McGregor**  
Managing Director at BKA Facilities Management LLC and General Manager at Dutco McConnell Dowell LLC.
- **Mr. David Pout**  
Business Unit Director with Severfield plc.