

SHASHIDARR PRASAD

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SENIOR PROCUREMENT & SUPPLYCHAIN LEADER

Total Experience: 20+ Years Industry Exposure: Retail, Automotive, E-Commerce, Education, Healthcare & Real-Estate

Core Competencies: Techno-Commercial Sourcing and Procurement, Process improvement, Change Management, Stakeholder Management, LPO Processing, Vendor Invoice Reconciliation, Supplier Agreements, Vendor Portfolio Management, Pre & Post Bid Sourcing Strategy, Supplier Quality Assurance, Change Management, P&L Management

PROFILE SUMMARY

- Result-focused leader with experience in developing global purchasing strategies, nurturing **long-term business partnerships, and significantly reducing expenses.**
- Solutions-driven expert successful in **driving multimillion-dollar procurement and supply chain projects** to completion.
- Offer broad expertise in procurement and strategic sourcing, delivering millions in annual savings, contributing to **double-digit YoY growth and operational excellence.**
- Expert in **developing credible business case** by conducting economic analysis, cost modelling, TCO analysis, etc. to support strategic sourcing events and bid evaluation.
- Demonstrated ability to **significantly reduce procurement costs** by standardizing processes, negotiating favorable terms, and streamlining supplier channels.
- Record of success in **delivering world class products and service** at the right time, right place, right quality, right supplier, and right cost.

Awards and Accolades: Long Service Award- 10 years | Reliability Award | Award for Quality

PROFESSIONAL EXPERIENCES

Strategic Advisor | Aug 2021-Present

Advise clients on procurement strategies that are cost-effective. Work effortlessly to achieve client's business objectives by optimizing effective procurement procedures through strategic forecasting and catering to various industry needs. Negotiate commercial terms and facilitate contracting processes with the client's suppliers.

- Continually reviewed client's procurement processes to identify ways to drive improvements and enhancements.
- Established new processes and systems for operational procurement system and developed good relationships with key strategic suppliers to ensure the best value for money.
- Played a key role as administrator in the development of annual business plans, stock forecasts, and budgets as well as short and long-term growth strategies.
- Analyzing and advised on client's historical spend data in one or more categories to identify sourcing opportunities, support category strategy development, and measure compliance with supplier agreements.

AL Tayer Group LLC., Dubai, UAE | Dec 2003- Nov 2020

Growth Path: Group Procurement Manager, Sep 2016 to Nov 2020 ⇄ Manager-Procurement, June 2010 to Sep 2016 ⇄ Assistant Manager-Procurement, July 2006 to June 2010 ⇄ Procurement Executive, Mar 2003 to June 2006

Strategized the procurement business plan, set short and long-term goals, led a world-class procurement team, oversaw contract development and administration, established procurement policies and procedures, and drove continuous improvement. Enabled the business to improve decision-making by providing and interpreting accurate, timely, and relevant management information.

Techno-Commercial Sourcing and Procurement

- Enhanced the company's value and efficiencies while developing, managing, and implementing procurement policies, procedures, and processes for goods and services.
- Focused on business results not only limited to savings but enabled key account management, robust and efficient procurement methodologies, and techniques.
- Enhanced supply chain processes & management and solve problems related to procurement, logistics and tenders
- Negotiated and implemented complex supplier agreements and contracts by working with cross-functional stakeholders.
- Communicated with senior executives for purchase order approval on CAPEX and OPEX requirements and validated departmental expenses.

Success By The Numbers

- Successfully improved RFQ speed to market by approx. 54% for various business lines; thereby project was getting completed fast. Thus, gained stakeholders' trust by appearing as a reliable point-of-contact.
- Consolidated, negotiated, and implemented long-term commercial agreements while always conducting business in an ethical manner. This approach helped to consistently deliver a year-on-year saving average 15%.
- Directed the record-breaking campaign of the Longest Painting in the World, with a length of 10.850 Kms in 2015, and built awareness about autism.

Cost Savings and Quality Assurance

- Took the initiative to shift from just-in-time to planned/organized procurement without compromising on quality and delivery time. Thus, contributed to Improve the procurement value up-to AED100M in 5 years.
- Increased quality and reduced cost continuously through key vendor acquisition, strategic global sourcing, and up-to-date knowledge of new trade technologies for all direct/indirect procurement transitions.
- Controlled the procurement budget and promoted a culture of long-term saving on procurement costs.

New Technology Introduction and Process Automation

- Utilized technology and analytics to streamline, automate and improve processes and achieve favourable cost savings.
- Automated e-platform master data, assessment, and upgraded procurement workflows for high efficiency, including new vendors to build master vendor list along with product catalogue list and credit limits/period.
- Introduced a rate-card styled matrix for usage by business stakeholders.
- Developed and built ERP system much before digitization in procurement and supply chain.

Voluntary Activity

- Received special appreciation from Al Tayer Group for the humanitarian gesture of personally marshaling a blood donation drive for a colleague's newborn.

PAST EXPERIENCES

Procurement Manager-Production and Studio | Enterprise Nexus Communications (LOWE Group) Jan 1999 – Dec 2003

Traffic Controller | Ammirati Puris Lintas (LOWE Group) Jan 1997 – Dec 1999

Account Executive | Renaissance Advertising, Jan 1994 – Dec 1997

EDUCATION AND CREDENTIALS

Board of Technical Education, Bengaluru, India
Electronics and Communications Engineering DECE

Indian Institute of Management, Ahmedabad, India
Certificate in Strategic Logistics & Supply Chain

International Purchasing and Supply Chain Management Institute, (IPSCMI), USA
Certified International Procurement Professional (CIPP)

International Purchasing and Supply Chain Management Institute, (IPSCMI), USA
Certified International Procurement Manager (CIPM)

International Purchasing and Supply Chain Management Institute, (IPSCMI), USA
Certified International Commercial Contracts Manager (CICCM) – Pursuing

Chartered institute of procurement and supply, United Kingdom
Certification in CIPS Diploma – Ongoing

Certifications: Negotiation Skills, ILM-Management Development Program, PMP Training, The 7 habits of Highly Effective People

Technical Skills: SAP Ariba, Oracle JD Edwards, MS Office Applications

PERSONAL DETAILS

Date of Birth: 22nd June 1971 | VISA: Resident of UAE | Languages Known: English, Hindi, Kannada, Tamil, Telugu, and Urdu

Address: Al Mankool Area, Bur Dubai, Dubai-United Arab Emirates