**Venu Ganji**

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**Aspiring towards Senior Level Assignments in Supply Chain Management/Materials Management/ Commercial Functions with a reputed organization**

**PROFESSIONAL ABRIDGEMENT**

* MBA in Materials Management with over 18 years of rich and productive work experience in SCM, with exposure to various industries including multi-disciplinary background in MNC manufacturing, telecom & power transmission and distribution.
* ***Currently associated with M/s. Lanco Infratech limited, as DGM- Procurement***
* Well versed in identifying & developing vendors & achieving cost saving purchases
* Expertise at handling the inventory function, to curtail inventory-holding expenses and adherence to the minimum inventory level to minimize wastage.
* Adroit at negotiating for material procurement at lowest cost without compromising on quality and other parameters.
* Proficient in managing imports and logistics function, development of global sourcing strategies, vendor identification and management.
* Use of various techniques of strategic sourcing to improve the bottom line
* **Core competencies :**

- Material Management - Vendor Development

- Purchase Planning & Control - Development of cost model

- Inventory Control - Contract Negotiations

- Process Simplification - Optimization of vendor base

- MIS Reporting - Vendor Managed Inventory

**AREAS OF EXPERTISE**

***Supply Chain Management***

* Managing the supply chain management function; developing commercial sourcing strategies to meet present and future supply requirements.
* Implementing distribution plans based on demand forecasts to ensure availability of the entire range of products.
* Ensuring suppliers meet service, cost, delivery and quality expectations as well as provide outstanding value in product technology and supplier innovation.
* Effective supply chain management & solutions provided in totality for reaching product to the end-user at right time, right place, right qty at lowest possible cost.
* Responsible for giving orders to suppliers, coordination with shipping lines of Imported Items.

***Vendor Management***

* Developing long-term partnerships with suppliers; managing day-to-day supplier performance to ensure meeting of service, cost, delivery and quality norms.
* Consistently evaluating vendor performance on the basis of price, quality & credibility to ensure adherence to predefined specifications on supply schedules, availability of stocks, fill rates.
* Preparing purchase orders, performing techno-commercial negotiation with vendors and ensuring on time payments.

***Strategic Materials Management***

* Directing the development and implementation of key procurement strategies / alternate plans and ensuring that strategies & plans are aligned as per the project requirements.
* Formulating budgets for timely procurement of material for smooth business operations.
* Implementing various techniques for maintaining optimum inventory levels to achieve cost savings without hampering the business across various stores and unplugged locations across the region.
* Stock ageing analysis and flushing out non-moving and dead stock

**OCCUPATIONAL CONTOUR**

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| **Lanco Infratech Ltd, Gurgaon** | **DGM – Procurement & contracts** | **May10- Till Date** |

**Key Responsibility** –

Heading the procurement vertical of Transmission and Distribution Division, currently handling procurement and contracts activity for various projects like 765 KV PGCIL transmission lines, 400 KV transmission lines of GETCO , RVPNL etc., Distribution works of MSEDCL, RE works of NTPC apart from various substations ( 132 KV / 200 KV / 400 KV) and 200 KV / 400 KV Transmission lines for LANCO’s own projects including SOLAR THERMAL EPC.

**Accomplishments**

* One of the key player in achieving the revenue targets of the division .Revenue grew up from 279 Crore in 2010-11 to 320 Crore in 2011-12.
* Increased the vendor base to meet more than 20 current active projects
* Ensuring the process adherence and SOP.
* Ensuring timely availability all the items as per the project requirement.
* Vendor evaluation and development
* Initiation of e-procurement of commodities by using reverse auction.
* Protection of the project budget cost.
* Manage the performance and development of team members
* Provide direction, training and motivation necessary to secure their optimum commitment, competence and engagement of the team members.
* Ensure agreed objectives between key stakeholders and procurement

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| **Wireless TT Info services Ltd(A Tata Teleservices owned company)** | **Head SCM – South West Hub** | **Jan 10 – May 10** |

To provide support to the Supply Chain function of the South-West Hub of the organization and align with business in creating the most valuable and independent Telecom Infrastructure Organization by management, monitoring, deploying and adhering to the processes and systems of the SCM functions in the S/W Hub in accordance to the overall business objective of the organization.

**Major Achievements**

* Rationalization of vendor base
* Implementation of the SCM Initiatives and Processes to achieve Capex/ Opex reduction.
* Ensure timely availability of material / services as per the project requirements.
* Effective utilization of Site Return Materials through repair and return process
* Heading of SCM teams in 8 circles

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| **Wireless TT Info services Ltd(A Tata Teleservices owned company)** | **Sr. Manager – Capex Purchases** | **Jun 08 – Jan 10** |

**Key Responsibility** –

* Responsible for Vendor Development, Negotiations & Contracting, Planning, Procurement of Network Infrastructure Equipment Like Towers, Shelters, ACs, Fire extinguishers, transmission Racks, Hatch plates.
* Establishment of various contract models for construction of cell sites - TSP, PMC, Civil & Electrical, EPC including appointment of vendors under the various models.
* Responsible for overall Supply Chain Management activities for the Products handled to ensure Overall Cost optimization, improved Service delivery , timely availability of material/services , inventory management by ensuring effective implementation of SCM processes and initiatives as per the defined SOP across 22 Circles of India.
* Product & Vendor developments for new initiative’s as part of CAPEX and OPEX saving Ideas.

**Accomplishments**

* Cost reduction by effective negotiations and savings to the tune of 66 Cr per annum.
* Increased the vendor base to cater the project rollout from 400 to 2000 sites per month.
* Handled Procurement of supply and services worth about Aprx.1000 Crores in a single year.
* Was awarded a special incentive for supporting the PAN India Rollouts with on time material and services.
* Successfully established the concept awarding contracts on EPC basis in Telecom Industry.

**Significant achievements - Supplies:**

* Development and Implementation new tower designs (Hybrid and Rambol).
* Installed over 4000 Hybrid Towers in 8 months.
* Savings of 1.1 lac per tower through negotiations & 2.25 Lacs due to design change per Tower.
* Installed over 1300 Rambol Towers (for wind speed 180 Kmph).
* Removed price variation clauses.
* Enhanced payment terms from 30days to 60 days credit without affecting the price.
* Implementation of Single vendor concept for supply & erection.
* Regional wise vendor development for meeting PAN INDIA requirements.
* Development of EFC units for reduction of OPEX cost.
* Introduced AC with scroll compressor in place of rotary for more durability.

**Significant achievements - Services:**

* Successfully developed and implemented various contract models like TSP, PMC and EPC to meet the project requirements and depending on the local conditions.
* Created PAN INDIA vendor base for EPC contracts and developed over 20 top EPC contractors.

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| **Reliance Communications Ltd – Hyderabad** | **Procurement Lead- Contract Cell for AP Circle** | **May 07 – May 08** |

**Key Responsibility** –

* Responsible for identifying, negotiating and placing purchase orders / work orders for all ongoing projects like, Tower Construction, OFC laying, Construction of Corporate house at Hyderabad etc.,

**Accomplishments**

* Increased the vendor base for civil, electrical, tower erection & OFC works as per the project demand for WIN project.
* Reduced the average cost of tower construction by Rs.50,000.00

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| **ITW India Ltd – Hyderabad –**  **Kolkatta – Hyderabad** | **Manager-Sourcing, Contract Packaging** | **Nov’98 – May 07** |

**Key Responsibility** –

* Responsible for sourcing operation of outsourced consumables for contract packaging, MRO items, items used for machine building.
* Responsible for deciding on sourcing strategy, vendor selection, and vendor evaluation and vendor management keeping in mind the client’s business strategies and future needs.
* Optimization of sourcing cost through use of strategic sourcing techniques.
* Inventory management by using different techniques like VMI.
* Handling of Imports
* Development of outsourcing manufacturing partners for trading items.
* Total Supply chain management of trading commodities
* Working closely with the other departmental heads to proactively identify the customer’s needs, craft and implement specific and practical customized solutions. To ensure that all members of the extended enterprise—from supplier’s - suppliers to customer’s - customers—work together to manage the conflicting objectives of all of the functions within the supply chain.
* **Implementation of ERP Package**:

-Identified as Key User in the implementation of Oracle Financial

-Involved in End users training process.

**Accomplishments**

* Re-engineering the purchase process.
* Cost reduction thorough cost model based negotiation.
* Development of alternative cost effective product.
* Simplification of total purchase process by reducing the transaction by 50%.
* Implementation of vendor managed inventory
* Evaluation of vendor by using process capability
* Initiation of e-procurement of commodities by using reverse auction
* Efficient Management of trading commodities

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| **ITW India Ltd, Hyderabad -Mumbai** | **Key Accounts** | **Apr ’95-Nov’98** |

**Key Responsibility** –

* Prepare data analysis of the group with regard to revenue and receivables.
* Prepare profitability analysis and work on variable margins in the products we deal and thereby identifying areas of improvement.
* Compilation of monthly, quarterly, half yearly and annual data of revenue.
* Coordinating between branches and factory
* Efficiently managing the inventory levels, for ensuring ready availability of material to meet production and dispatch targets.

**Accomplishments**

* Played key role in forming the Key account concept in the organisation
* Acted as an efficient fulcrum between factory and marketing branches
* Improved internal customer satisfaction index and set bench mark for others

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| **GSB Forge Ltd, Hyderbad** | **Design Dept** | **Feb ’94-Apr’95** |

* Modified the die/ tool designs to reduce raw material cost.

**EDUCATIONAL CREDENTIALS**

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| 2008 | MBA in Materials Management | Indian Inst. Of Materials Management |
| 2005 | Graduate Diploma in Materials Management (First Class with Distinction) | Indian Inst. Of Materials Management |
| 2004 | BS in Engg Tech (First Class with Distinction) | BITS- Pilani |
| 1994 | Advance Diploma in Forging Technology (First class with Distinction) | NIFFT – Ranchi |
| 1991 | Diploma in Mechanical Engg (First Class with Distinction) | SBTET – Hyderabad, AP |

**PERSONAL DETAILS**

**Date of Birth:** 27 Jan 1971

Languages: English, Telugu and Hindi

**Awards:**

Received GOLD MEDAL from Indian Institute of Materials Management, Kolkata branch