

### **Objective**

Procurement Manager that utilizes purchasing experience in the Agricultural Commodity sector to the company achieve quality goods with the most cost-effective price, delivered in an accurate timely manner to increase the organizations. Ensuring cost effective procurement practices that address the best of qualities. Identification and realization of cost-saving and cost-reduction opportunities. Development and implementation of procurement guidelines for the team. Preparation of process, systems and templates for the efficient working of the Procurement unction. Establishing and maintaining measurable performance metrics. An effective communicator & team leader with strong analytical, problem solving & organization abilities.

### **IT Skills**

Windows, MSOffice, Excel, Data Analysis, and Internet Applications

### **Experience**

**13 Sept 2021 to 30 Sept 2023**

**Elastic Run, Pune Category Manager – Buying & Merchandising Staples**

- \* Looking after for all FMCG Sales operations like Sales Force Management, Order Management, Field Sales Tracking and Technology, Understanding Consumer Preferences etc.
- \* Responsible for Agricultural Commodities Procurement throughout the operational area in India
- \* Expand the network through direct purchase from sources/factory to warehouses with best rates, quality & constant supply
- \* Ensure & maintain professional relationship all the suppliers
- \* Analyzed & executed supply chain for direct purchase from sources to our destination with minimum transportation & continues supply
- \* Continues monitoring on all the inventory of commodity throughout the warehouses to maintain smooth supply
- \* Lead an on-roll sales team of 3<sup>7</sup> employees, overseeing performance, training, and achievement of sales targets.

**Feb 2021 To Sept 2021**

**The Kute Son's Dairy Private, Ltd, as Area Manager**

- \* Detail survey and find out potential areas for the expansion. (Vendor and facilitator development).
- \* Analysis of competitor's strategies (Pricing and incentives schemes)
- \* Establish Procurement SOPs and compliance. Develop engagement model for successful deployment of procurement strategies.
- \* Cooperate with stakeholder project planning, cost control and other departments ensure the specified equipment is correctly planned and delivered on schedule.
- \* Time to time training for farmers who connected our project.

**Sep 2016 To Feb 2021 ( 4.5 Years)**

**Sunfresh Agro Industries Pvt. Ltd. (Lactalis India) formerly known as Prabhat Dairy Ltd | Senior Executive**

- Detail survey and find out potential are as for the expansion. (Vendor and facilitator development). Expand procurement network for special quality raw material.  
(Antibiotic and Aflatoxin negative milk). Analysis of competitor's strategies(Pricing and incentives schemes)  
Perform cost analysis and set appropriate benchmark. Develop and deployment of procurement strategies for the products along with unit procurement teams to drive cost and supply KPIs. Develop robust procurement operations and control framework
- Manage every aspect of the supply chain and notify the senior management team of any possible obstacles to ideal efficiency. Establish procurement SOPs and compliance. Develop engagement model for successful deployment of procurement strategies
- Provide leadership and guidance to the procurement team of buyers and contract managers on the execution of its tasks and ensure compliance with Procurement procedures and strategy. Provide input to Services on commitments made
- Co-operate with stakeholder, project planning, cost control and other departments to ensure the specified equipment is correctly planned and delivered on schedule.
- Liaise with the Customer on all related procurement matters. Receive and Review Purchase Requisitions and Scopes of Work, verifies required approvals are in place.
- Manage a designated group of products and suppliers to ensure a secure and sustainable supply chain is developed and maximum value is achieved
- Measures performance of vendors with respect to quality of work, cost ,time lines and other related parameters. Facilitates sourcing and contracting issue escalation and resolution. Identify cost saving opportunities and drive positive results

## **Achievements**

- Successfully started Prabhat's own new procurement network in Ahmednagar region (within 1.5 years' time started 30 BMC's).
- Collecting 1.50 lakh milk per day.
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**May'14 to August'2016**

**|Jadhav Falc Private Limited |Senior Sales Executive**

- Visiting client location for product demonstration & convert that in sale to various customers in Solapur, Usmanabad & Latur districts
- Coordinating with team members to help them understand the target customers, data gathering & successful completion of sales target
- Detailing products with complete presentation package to the clients to achieve sales targets. Analyze and forecast demand in the territory ensuring growth in all product groups with complete satisfaction to the customers
- Target setting and review of each area and exploitation of new territories for increasing business. New product introduction & product mapping based on Market Survey to increase market share. Develop sales initiatives to achieve targeted growth rates.
- Responsible for prospecting and opening new business for assigned territory and meeting sales targets established by the company. Will qualify opportunities by understanding customer needs, budgets, decision making, and competitive product
- Maintain relationships with vendors to ensure collaboration in promotional activities. Conduct market research and analysis to evaluate trends, brand awareness.

## **Education**

- PGDM- Agriculture Business Management (Marketing) from Mitcon Institute of Management, Pune-First class
- B.Sc.-Agriculture from LMK College of Agriculture, Kadegaon. With 69%.

## **Academic Project**

**Ankur Seeds Private Limited, Jalna | Project on Vegetable Seed Market Potential in Maharashtra | 2 Months**

- Studied actual crop cultivation practices done by farmer Analyzed market potentials for vegetable seeds in Maharashtra
- Examined vegetable seed market management practices

## **Title: Rural and Industrial RAWE Programme Responsibilities**

- Stayed in a rural village for 6 months to understand the Rural Agriculture
- Educated the farmers about new techniques in agriculture like: o Crop Cultivation Management Livestock Management
- Pest & Disease Management of Soil Health Management Nutrient Management
- Studied about actual farming practices followed by farmers and motivated them to adopt new techniques in agriculture
- Gained knowledge about Grape Winery Industry along with its preparation, storage, marketing. Etc.

**Personal Details**

- **Date of Birth:** 7<sup>th</sup> September 1989
- **Address:** A/P Vaduj, Tal- Khatav, Dist- Satara, Maharashtra 415506
- **Languages Known:** English, Hindi and Marathi

**Declaration**

I hereby declare that above particular so if information and fact stated are true, correct and complete to the best of my knowledge and belief.

**Vikas Mansing Jadhav**