

Procurement Professional

“With a Proven record of over \$3M Category Savings in 5 years”

Felix Amaladhas

Muscat, Oman ☎: +968-92808264 | ✉ felixjavaraj10@gmail.com



LinkedIn: <https://www.linkedin.com/in/felix-amaladhas-75883a109/>

EXPERTISE

Core Skills

- ➔ Zero Based Costing
- ➔ Pricing/Contract Negotiation
- ➔ RFX Processing
- ➔ High Inventory turnover Ratio
- ➔ SAP Material Management
- ➔ Category Spend Analysis
- ➔ Forward Buying

Category

- ➔ Mechanics & Furniture
- ➔ A-Class Items' Localization

Annual Category Spend

- ➔ \$40 Million USD

Monthly Closing Inventory

- ➔ \$2 Million USD

Commercial Exposure

- ➔ E-bidding
- ➔ Capex Management
- ➔ Category Management
- ➔ Purchase to Pay (P2P)
- ➔ Letter of Credit
- ➔ Incoterms
- ➔ Supplier Risk Assessment

TRAININGS

- ➔ Supplier Capacity Analysis at KONE 2016
- ➔ Production Part Approval Process at KONE 2017

EDUCATION

MBA – International Business

- 91 % (Pursuing)

Anna University, 2016

Easwari Engineering College

B.E. Mechanical Engineering

- 83 %

Higher Secondary Exam (12th)

- 92 %

Matriculation Board Exam (10th)

- 90 %

Membership & Pursuing CIPS Level-4 Certification from CIPS, UK

With 5 years' experience in:

- Strategic Sourcing & Buyer activities
- Sourcing Strategy Development
- Spend Analysis
- Category Development & Management
- Supplier Negotiations
- Supplier Performance & Relationship Management
- Managing Category Spend of \$40 Million USD annually

KHIMJI RAMDAS GLOBAL FURNITURE BUSINESS (Muscat, Oman)

Procurement - Team Lead (1 year & 6 months)

Oct 2018 - Present

- Responsible for **Sourcing & Procurement of Furniture & Glass Partitions** around the Globe keeping Annual Budget & Business Prospects in mind.
- Category Owner of Suppliers from **Europe, US, Turkey, Japan & China**.
- Providing analyzed **Cost Estimation** support for Projects worth > \$10M.
- Responsible for **Driving Annual category savings** to strengthen the Net Profit.
- Carry out **Freight Analysis** & thereby analyzing the root causes of Spending.
- Planned **Price Locking** for Overseas products anticipating Price increases.

KONE ELEVATOR INDIA PVT. LTD

Procurement - Engineer (2 year & 3 months)

Strategic Sourcing Activities

Aug 2016 – Oct 2018

- **Managed 8 Suppliers** effectively.
- Responsible for Managing 2 Elevator categories (**Mechanics & Guide Rails**).
- **Updating and Maintaining the price lists** for all the suppliers based on Commodity Impact on Periodical basis.
- A part of commodity negotiation team, on fixing **Quarterly RM prices** (Steel sheets Billets & Cast Iron).
- Develop **Strategic sourcing plans** & freeze budget to **achieve targeted savings**.
- Responsible for every **RFX Processes** & then awarding contracts based on Product Quality, Cost Effectiveness & Shorter lead time.
- Ensuring **Sample Inspection Report (SIR)** for new product development & Monitoring Supplier **Production Part Approval Process (PPAP)** throughout.
- Implementing **Should Costing Analysis** on Supplier Plant & thereby finalizing the Pricing Channel. Also making sure every component's price is arrived in accordance with **Zero Based Costing (ZBC)**.
- Responsible for **conducting steering Group meeting** with the suppliers and CFT, to monitor the **Supplier KPIs** and to address the delivery & quality issues.
- Experience in Value Engineering Projects & Planned **Commodity Price Locking** by predicting raise in SIAM Commodity Price for the next quarter year.

- Concentrating on Lean Inventory. Operating with **High Inventory turnover ratio of 58 (Local) & 16 (Imports)**.
- Dynamic Inventory Reporting based on **ABC Analysis**- Stock value consumption and Cost value approach.
- Applicative understanding & excellent exposure to **Purchase to Pay (P2P)** process.
- **Tentative Scheduling** for 3 months rollover & **firm ordering** for the next direct month.
- Ensuring commercial compliance of the suppliers related to **GST Invoicing, E-way billing** & Getting Half yearly **No Outstanding Certificate (NOC)** with all suppliers.
- Worked closely with KONE Stores & Finance team to expedite Accounts payable process by ensuring **3-way Match** & Responsible for **Supplier payment reconciliation** for every payment cycle & **fix Credit terms**.
- Issuance of **Letter of Credit (LC)** in accordance with my reporting manager.
- Ensuring **Share of Business** is fixed & followed for the year, thereby maximizing Cost savings projects.
- Reviewing Monthly **Supplier Capacity & Process time Analysis** and indulge in activities to improve Supplier COT (Completion on Time).
- Supporting KONE SQM & SD team during the initial CR stages & then **Releasing Pilot Orders** to new suppliers.

Achievements & Recognitions

- Recognized as **2017's H2 Best Performer (KONE Purchase)**.
- Successfully organized **E-Bidding** in the year 2017 & forecasted for a savings of **31 MINR**.
- Responsible for **Supplier Consolidation** for the factory bought out supplies (84 to 29).
- Proposed Perforated CWT Guard change & thereby driving to account for an annual savings of **2.2 MINR**.
- Predicted Rise in value of **KONE MX Machines** & initiated forward buying (**Savings_3.8 MINR for Q4-2017**).
- Successfully made a Presentation on **KONE India Supply Chain Unit's Inventory** to the Global team.
- Part of the team which involved in the new product launch of **KONE's Neo & Umono/Umini**.
- Part of the successful team to ensure smooth **GST Rollout**.

MM ENTERPRISES

July 2015 – July 2016

Buyer (1 year & 1 month)

- Ensuring timely issuance of Purchase orders to Medicine Retailers & thereby maintaining the optimum stock level.
- Provide 100 % Inspection of receipts & thereby ensuring they are in usable time phase.
- Prioritizing **First In First Out** concepts for the receipts & issuance of medicine & medical equipment.
- Understood the system behind stacking of medicine categorized based on applications & its nomenclature.
- Maintaining the Invoice copies & ensuring timely payment release to retailers.

Add-On Leadership Skills

- Headed Budgeting & Procurement streams of **Team Dragneel**, which participated and cleared Virtuals in **BAJA Championship 2016**.
- Delegated as **Deputy Secretary** of my department activities & events (2015-2016).
- Won awards & prizes for my comparative FEA study on **Weight less LPG Cylinder**.
- Awarded '**Best Prospect for the future**' in Tianode fabricators & received **1.5lakh INR Scholarship** for under graduation.