


# M PRAHLAD RAJE URS

An enterprising professional with a proven track record of over two decades in optimizing operational efficiency, reducing costs, and driving sustainable growth; targeting to express potential through strategic assignments with an organization of repute by leveraging expertise in developing innovative strategies for enhancing supply chain performance and delivering measurable results.

## CONTACT DETAILS

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## CORE COMPETENCIES

Supply Chain Leadership

Global Sourcing & Procurement

Operational Excellence

Inventory & Material Management

EXIM / Shipping / Customs Clearance

Logistics / Distribution / Warehousing

Strategic Planning & Execution

Vendor Development & Negotiations

Contract Administration

Quality Assurance & Control / QMS

Risk & Safety Management

Budgeting / Cost Reductions

Process Streamlining & Improvements

Team Management & Training

Cross-Functional Coordination

## TECHNICAL SKILLS

Microsoft Office Suite

SAP MM

SAP FICO

SAP PP

## COURSES

**Online Course on Logistics & SCM**

IIT Delhi

(in association with IACT Global)

**February 2014**

## PROFILE SUMMARY: -

- Result-oriented and visionary leader with **over 22+ years** of experience showcased by an illustrated career in leading **Supply Chain Management, Logistics, Strategic Sourcing, Procurement, and Manufacturing Operations** attained by working with renowned organizations across **Engineering, Manufacturing & Automotive sector**
- Currently associated with **Sun Mobility Pvt. Ltd.** in the strategic leadership capacity as a **Deputy General Manager – Supply Chain Management**
- Notable success in spearheading the **end-to-end SCM operations** entailing strategic planning, global sourcing, operational purchase, indirect purchasing, EXIM management, warehouse management, logistics & distribution amongst other functions
- Inclusive acumen in developing an overarching **SCM Strategy** with a focus on transforming the function into a value-creation group by working in collaboration with **business stakeholders** to generate year-over-year productivity
- **ISO 9001:2015 Certified Internal Auditor**; excellence in leading quality functions through implementation of a robust **QMS (Quality Management System)** to ensure quality control; resourceful in **mitigating operational and safety risks to minimize disruptions** and foster a **safe work environment**
- Leveraged **strategic planning & execution capabilities** to align supply chain activities with organizational objectives; experienced in **nurturing strategic vendor alliances** and **leading negotiations** to drive **cost-effective procurement**
- Led **techno-commercial functions** entailing **contract administration**, ensuring compliance and maximization of value from supplier agreements
- Proven track record in budgeting and cost reductions, identifying cost-saving opportunities and implementing measures to improve profitability and stabilizing resources from an operational point of view
- Distinguished capabilities in **developing supplier sources** for diverse range of products
  - Swappable Wheeler Battery Packs, Quick Interchange & Docking Stations
  - Critical Fabrication & Machined Parts, Critical Movement Parts for Horizontal Molding Machines & Mold Handling Systems
  - Critical Casting, Forging & Surface Treated Parts for Steam Turbines & Critical Bought Outs Such as High-Speed Gearboxes, On/Off Valves, Pressure Gauges, Temperature Gauges, And Lube Oil Systems
- Collegial leadership skills in establishing and running **logistics & transportation**; led strategic operational & process improvement initiatives across the supply chain logistics
- Exhibited capabilities in **executing projects** with competent **cross-functional teams**, ensuring on-time deliverables within preset parameters while resolving regular problems
- **People leader** with skills in leading high-performance, cross-functional teams of **~14 members** towards the accomplishment of common goals
- Strategic leader with excellent relationship-building & interpersonal skills; strong analytical, problem-solving & organizational capabilities with a detail-oriented attitude

## CAREER HIGHLIGHTS

- Localized 92% of GEA Butterfly Valve Parts in India for global requirements
- Led the localization efforts for steel castings and major machining parts of YR steam turbines, catering to both domestic and global demands
- Achieved successful development of critical bought-out parts, including High-Speed Gearboxes, On/Off Valves, Pressure Gauges, Temperature Gauges & Lube Oil Systems
- Implemented Lean Manufacturing concepts resulting in a substantial reduction in inventory levels and improved supplier performances
- Worked as a key member of the QMS Team in developing departmental Standard Operating Procedures (SOPs), work instructions, and forms to meet QMS requirements
- Established effective mechanisms to control raw material and Foreign Exchange (FX) price fluctuations, ensuring better pricing control through price agreements

## EDUCATION

**AMIME (B.E./ B.Tech.)**  
Institution of Mechanical  
Engineers, India  
**2005**

**Diploma (Mechanical Engineering)**  
Institution of Mechanical  
Engineers, India  
**2000**

## PERSONAL DETAILS

**Date of Birth:**  
31<sup>st</sup> May 1982

**Languages Known:**  
English, Hindi & Kannada

**Address:**  
Flat No: 2B, Survey No.:  
71/1, Maa Tara Rathnam, Behind  
Sobha Interiors, Bommasandra  
Jigani Link Road, Srirampura,  
Bengaluru – 560105

**Passport Number:**  
Z6158887

**Member of Institution of Engineers  
(India)**

## WORK EXPERIENCE

### Sun Mobility Pvt. Ltd., Bengaluru

October 2021 to till date: - **Deputy General Manager – Supply Chain Management**

#### Key Result Areas:

- Leading and driving a 14-member SCM Team and managing the development of a supply chain base for meeting material requirements of Swappable Wheeler Battery Packs, Quick Interchange Stations, and Docking Stations
  - Also managing, development and upgrading of components for the same.
- Directing strategic planning and execution of supply chain activities to optimize operational efficiency and drive business growth
- Identifying and evaluating potential vendors, negotiating contracts, and managing vendor performance to achieve quality, cost, and delivery targets
- Continuously improving inventory and material management processes to minimize stock levels, reduce lead times, and enhance supply chain responsiveness
- Streamlining logistics, distribution, and warehousing operations to improve product flow and ensure timely deliveries
- Steering and monitoring quality assurance at suppliers' locations as well as control measures with support of the SQA team to ensure compliance with industry standards and regulatory requirements
- Driving process streamlining and improvements initiatives to enhance operational efficiency, reduce costs, and increase productivity
- Managing risk and safety within the supply chain, implementing measures to mitigate potential disruptions, and ensuring a safe working environment
- Monitoring and optimizing budget allocation, identifying cost-saving opportunities, and implementing measures to achieve cost-reduction targets
- Piloting effective cross-functional coordination and communication to align supply chain activities with organizational goals and ensure seamless operations
- Maintaining accurate and up-to-date documentation, generating reports, and providing insightful analysis to support decision-making and drive continuous improvement
- Preparing and presenting the departments' progress through various MIS reports; presenting the department growth path in regular MRM meeting

### Elliott Ebara Turbomachinery India Pvt. Ltd., Bengaluru

June 2018 – October 2021 as **Supply Chain Manager**

#### Key Result Areas:

- Directed the Supply Chain Team towards developing a robust supply chain base to meet material requirements; collaborated with Engineering & Project Management functions across site locations in Germany, the US, and Japan for both domestic & global needs
  - API/Non-API Standard YR Steam Turbines and Steam Turbine Package Systems
  - Parts, Assemblies, and Sub-assemblies
  - Accessories for the Steam Turbine Package, such as High-Speed Gearboxes, On/Off Valves, Pressure Gauges, Temperature Gauges, and Lube Oil Systems, from EIL & IBR certified suppliers based on project-specific requirements
- Led various activities entailing managing team training, monitoring fulfillment of department requirements in collaboration with the Admin. Team, preparing annual expense budgets, and obtaining management approval
- Identified and developed potential vendors to achieve cost-effectiveness; assessed vendor performance on competitiveness and reaction capabilities, negotiated prices and agreements, and coordinated with the Production & Logistics Departments
- Managed and directed the supply chain scorecard for suppliers, highlighting progress and areas for improvement to maintain Continuous Process Improvement (CPI)
- Spearheaded functions including material planning and procurement, tracking planning and operations schedules, and maintaining effective communication with suppliers
- Administered import and export activities through approved freight forwarders and CHAs, ensuring timely clearance of goods from customs and availing necessary duty benefits as per applicable customs laws
- Devised value-added strategies to achieve corporate and departmental goals; facilitated continuous improvement initiatives with key suppliers

### **Highlights:**

- Coordinated with Global Sourcing Team to develop parts and materials in low-cost countries, specifically in the APAC region
- Redefined supply chain strategy, improving customer service from 65% to 85% and reducing operational costs
- Restructured and optimized the supply chain system, focusing on reducing logistics costs and improving order execution efficiency
- Drove the standardization project for various accessories such as pressure and temperature transmitters & gauges, and junction boxes amongst other accessories used as part of the package
- Derived process maps and work instructions for the SCM Department, leading to the certification audit for ISO9001-2015; implemented approved processes and trained the team to adhere to the same
- Streamlined procedures related to material control, ensuring ready availability of material and avoiding overstocking or out-of-stock situations
- Formulated and implemented processes to reduce input costs by ordering components based on annual forecasts, leveraging economies of scale

### **PREVIOUS EXPERIENCE:**

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**GEA Flow Components India, Div. of GEA Westfalia Separator India Pvt Ltd. Bengaluru**  
July 2013 – June 2018 as **Assistant Manager – Procurement- SCM**

#### **Highlights:**

- Worked as a leader for the Purchase & SCM Department; managed plant purchase activities including direct, indirect, capital procurement, AMC, and service contract execution with vendors
- Conducted surveys to identify new suppliers and audited existing suppliers for forging, sand casting, investment casting, plastic molding, and machined components
- Developed new supplier relationships and implemented raw material and semi-finished parts planning based on forecasts, adhering to Lean Manufacturing concepts
- Contributed as a CFT Member in global sourcing activities for valves, pumps, and compressors; partnered with logistics partners for domestic, import & export
- Managed the execution of Annual Maintenance & Service Contracts with suppliers for IT, Electrical, Civil, and Plant Maintenance activities
- Represented the plant as a member in global purchase activities, presenting department performance to the management in meetings worldwide
- Utilized ERP systems such as SAP MM & FI modules to streamline processes
- Assigned as authorized signatory for signing purchase orders, verifying and approving suppliers' payments, and managing company transactions with government and non-government organizations

**Mahindra Reva Electric Vehicles Pvt. Ltd., Bengaluru**

February 2013 – July 2013 as **Manager – SCM / NP**

#### **Highlights:**

- Led a team of four members to ensure the timely procurement of sheet metal, fabrication, plastic molded, and rubber components for the E2O Car
- Instructed team members to send schedules to suppliers and closely monitored the on-time delivery of components to support the production line

**Denso Kirloskar Industries Pvt Ltd., Bengaluru**

February 2011 – February 2013 as **Senior Engineer-Purchase**

**DISA India Ltd., Tumkur**

#### **Growth Path:**

August 2007 – December 2009 as **Senior Executive – Materials**

January 2010 – February 2011 as **Team Leader – Materials**

**Innovative Engineering & Tool Room, Bangalore**

June 2005 – July 2007 as **Section Engineer**

**Automotive Axles Ltd., Mysore**

March 2002 – April 2005 as **Diploma Engineer Trainee**