

NAME SURNAME

Lead diverse multi-cultural team within Procurement / Supply Chain / Operations domain, deliver sustainable value for business, improve efficiencies, create competitive advantage through win-win partnerships and above all.....” drive change “

SUMMARY

Global Procurement and Supply Chain Leader with over 24 years of experience delivering exceptional value across diverse industries, including Pharmaceuticals, Consumer Healthcare, FMCG, Food & Beverage, Personal Care, Agrochemicals, Paints & Coatings, Petrochemicals, Printing & Packaging and Consulting. A proven catalyst for consumer and stakeholder delight, leading high-performance, multicultural teams in fast-paced, dynamic environments. Expertise spans across Supply Chain, Planning, Logistics, Operations and Procurement of Direct and Indirect categories such as raw materials, packaging, medical devices, CAPEX, logistics, consumables, utilities, technical services, corporate services, professional services, marketing and IT. Renowned for driving disruptive innovation, digitization, and global transformation programs that enhance efficiency and fuel growth. Now focused on leveraging Artificial Intelligence and Machine Learning to optimize costs, streamline processes, sharpen competitive edges and accelerate business growth.

Strategic leader with a track record of challenging the status quo, spearheading change, and crafting disruptive supply chain and sourcing strategies that boost efficiency and profitability. Excellent understanding of end-to-end supply chain and associated cost drivers. Tech-savvy and forward-thinking, with hands-on experience in people management, stakeholder engagement and fostering collaboration for sustainable growth. Passionate about advancing people, processes, performance, technology, and environmental stewardship. Dedicated to building a legacy that exceeds expectations and nurturing future-ready leaders for tomorrow’s challenges.

LEADERSHIP COMPETENCIES

- Innovative & Results-Oriented:** Demonstrates strong business acumen and negotiation excellence with a focus on delivering results
- Proactive and Strategic Thinker:** Exhibits unique foresight and attention to detail, making customer-centric decisions that drive success
- Empathetic and Effective Leader:** A futuristic people leader who excels at guiding cross-functions and building high-performance teams
- Adaptable and Resilient:** Thrives in matrixed environments with high tolerance for ambiguity, consistently delivering profitable growth
- Courageous and Inquisitive:** Challenges the status quo with an improvement mindset, fostering healthy debates and leading the change
- Risk Management Expertise:** Competent in identifying and mitigating supply risks proactively, building trust, and upholding integrity
- Dynamic and Influential:** Passionate, engaging, dependable and influential leader with strong interpersonal and communication skills

WORK EXPERIENCE

LYONDELLBASELL - CORPORATE OFFICE, MUMBAI
HEAD OF PROCUREMENT - INDIRECTS & COE (AMEA REGION)
May 2022 - Jun 2024

Led procurement and supply management for Indirect portfolio (Capex, MROs, Technical Material, Technical Services, Corporate Services, Professional Services, Marketing and IT), across 14 Manufacturing Sites and 10 Offices in China, India, Malaysia, Thailand, Indonesia, Middle East and Africa, overseeing a diverse multi-cultural team of 14 senior managers. Also supported Global Procurement operations and service delivery through a 50+ member CoE Shared Service team

- Organization Transformation:** Spearheaded transformation and build the Procurement organization structure to support AMEA region. Revamped the operating model through implementation of robust KPIs and OKRs well integrated with Business
- Architecting Strategic Procurement Vision:** Designed and implemented a comprehensive procurement strategy focusing on people capability, operational excellence, commercial excellence and sustainability. This approach resulted in significant improvement in procurement efficiency and boost in team performance.
- Global Category Management:** Pioneered the adoption of a global category management framework, lead-buyer concept and 7-step strategic sourcing process, achieving a 12% reduction in sourcing costs over two-year period
- Advanced Analytics Implementation:** Designed and deployed a Global Spend Analytics Power BI Dashboard, integrated with SAP and ARIBA, enhancing spend



	+91 844 844 8780
	samona@cvsdesigner.in
	LinkedIn
	Mumbai, Maharashtra, India

SIGNATURE SKILLS

- Strategic Procurement Leadership
- Global Sourcing & Supplier Optimization
- Category Management & Cost Reduction
- Organizational Restructuring
- Supply Chain Resilience & Risk Mitigation
- Demand-Supply, Planning and Logistics
- Operational Excellence & Efficiency
- Sustainability & Innovation Leadership
- Cash Flow & Financial Optimization
- Supplier Network & Quality Management
- Advanced Analytics & Market Intelligence
- Procurement Excellence and Transformation
- Business Strategy, Mergers and Acquisitions

FUNCTIONAL SKILLS

- People Leadership and Development
- Stakeholder Engagement
- Integrated Strategic Sourcing Process
- Negotiation Excellence and Contracts
- Value Chain Analysis and Optimization
- Gross Margin Improvement
- Value Enhancement
- Operational Excellence
- Working Capital and Inventory Optimization
- Contracts Life Cycle Management
- S2P Automation and Digital Enablement
- New Products Development and Launches
- Alternate Vendor Development
- Imports and Exports
- Greenfield Projects Management
- Policies and Best Practices
- Supply Risk Management
- Best Cost Country Sourcing
- EHS and Compliance
- Spend Analytics, Budgeting and Cost Control
- Market Intelligence and Benchmarking
- Sustainable and Ethical Sourcing
- Make vs Buy Decisions
- Capacity Augmentation
- Artificial Intelligence (AI)
- Machine Learning (ML)
- SAP / ARIBA / eProcurement / S2P / e-Catalogs

- visibility and data analysis. This led to a 30% increase in procurement efficiency, supported more informed, data-driven decisions and enabled deployment of resources for value added activities
- **Stakeholder Engagement:** Implemented SharePoint based Stakeholder Collaboration Platform that improved cross functional collaboration and information sharing to support generation of new ideas, seamless reviews of supplier performance, compliance to procurement policies, alignment on sourcing strategies and vendor recommendations
- **Value Enhancement:** Led the implementation of "Value Enhancement Program", cross-functional and cross-country ideation sessions, created robust pipeline of initiatives and negotiated long-terms contract that helped in exceeding the financial goals
- **Cash Flow Optimization:** Introduced supply chain financing mechanisms and optimized payment terms through negotiations, improving cash flow by 10% and reducing days payable outstanding by 15% over two-year period
- **Sustainability and Supplier Risk Mitigation:** Enhanced supply chain resilience by integrating key suppliers onto the EcoVadis platform and training the team on the Resilinc platform, reducing supplier-related risks by 20%.
- **Governance and Compliance:** Implemented procurement scorecards, supply hot-spot reviews, vendor performance reviews and sourcing strategy endorsement forums to ensure supply security, service levels and on track to deliver financial objectives

GLENMARK PHARMACEUTICALS - CORPORATE OFFICE, MUMBAI
VICE PRESIDENT GLOBAL PROCUREMENT AND TRANSFORMATION
Apr 2020 - Mar 2022

Directed global procurement for packaging materials, respiratory, and medical devices, managing supplier quality, artwork development, packaging development and new product sourcing across company-owned sites and external supply sites worldwide. Spearheaded transformative sourcing strategies and capacity expansion projects, leading a team of 30 professionals.

- **Operational Excellence:** Ensured ZERO disruptions to Production through proactive engagement with business, demand forecasting, capacity planning, supply planning, alternate supplier development and timely connectivity of materials
- **Supplier Network Optimization:** Engineered a high-performance supplier network, driving a 97% On-Time In-Full (OTIF) delivery rate and aligning Total Cost of Ownership (TCO) objectives with strategic goals. Supported RnD and Technical Teams in identification & qualification of new materials / suppliers and Localization initiatives to support future launches
- **Capacity Expansion & JIT Implementation:** Led operational enhancements and capacity expansion efforts, successfully implementing Just-In-Time (JIT) and Vendor-Managed Inventory (VMI) systems, which reduced inventory levels by 20% and improved service levels by 15%.
- **Quality and Innovation Leadership:** Drove significant improvements in product quality through comprehensive Root Cause Analysis (RCA) and Corrective and Preventive Actions (CAPAs), resulting in a 30% reduction in product defects. Initiated supplier-led innovation programs that generated a 3 Year pipeline of new product developments and value enhancement.
- **Procurement Transformation:** Led procurement excellence and cross functional ideations for Indirect portfolio, thereby generating robust pipeline of initiatives. Launched an advanced Market Intelligence Dashboard, incorporating predictive and prescriptive analytics to enhance sourcing decisions and operational insights.
- **Strategic Cost Optimization:** Realized \$6 million in savings through targeted procurement strategies and Gross Margin Improvement Projects (GMIP), improving average payment terms by 21 days. Partnered with Legal, Finance and Quality functions to negotiate water-tight contracts with Global Suppliers to ensure business continuity and maximization of savings

GLAXOSMITHKLINE CONSUMER HEALTHCARE - CORPORATE OFFICE, GURGAON
GENERAL MANAGER PROCUREMENT (GLOBAL PROCUREMENT LEAD)
Apr 2012 - Mar 2020

Led a diverse multi-cultural team of 10 Sourcing managers worldwide supporting the global portfolio for plastics and polymers spend, in addition to leading the packaging materials portfolio, for India Sub-Continent region for both Pharma and Consumer businesses

- **Procurement Excellence:** Acting as the Regional Champion and Navigator, led the formulation and implementation of Global Category Management Model along with deployment of Integrated Strategic Sourcing Process thereby enhancing global procurement capabilities and driving significant operational and financial improvements.
- **Global Category Management:** Spearheaded the development and execution of a global category strategy for polymers and plastics portfolio worldwide, optimizing the supply base by 50% and achieving a 20% reduction in material costs over four years. Conceptualized and implemented Global Tooling Health Strategy thereby improving quality, proactively identifying and mitigating the supply risks and augmenting supplier capacity to meet future demand.
- **Supplier Led Innovation and Strategic Sourcing:** Implemented advanced supply market intelligence strategies, creating detailed cost models and securing contracts that delivered 18% savings in high-spend categories. Led Global Business Review Meetings (BRMs), fostering supplier innovation and operational efficiency. Developed and executed Regional Sourcing Vision and Strategy, with 4year roadmap across multiple categories (rigid plastics, flexibles, tubes, metals, glass and paper pack)
- **Gross Margin Improvement Programs (GMIP):** Directed GMIP initiatives, collaborating with cross-functional and cross-business teams to achieve \$20 million in savings on addressable spend and enhance EBITDA. Improved average payment terms by 44 days through strategic negotiations, localization initiatives and deployment of supply chain financing model.
- **Sustainability and Cost Efficiency:** Achieved 7-8% annual value delivery through Alternative Vendor Development (AVD), Value Engineering (VE), and Supplier-Led Innovation, contributing to COGS and sustainability targets.
- **Recognition:** Received the Business Excellence Award for the Horlicks Relaunch, reducing Capex by 33%, mitigating inflation impact, generating \$4Mn in Savings, improving product quality and achieving 100% OTIF performance on launch timelines.

IFFCO GROUP (FMCG / FOOD & BEVERAGE) - CORPORATE OFFICE, DUBAI, UAE
HEAD OF CENTRAL PROCUREMENT
Dec 2007 - Apr 2012

Led the central procurement for Indirect Materials, Packaging Materials, CAPEX, Professional Services, Corporate Services, Marketing and IT across 12+ business units in the MENA region, overseeing a team of 5 procurement managers. Implemented strategic sourcing and procurement best practices that drove significant cost efficiencies, compliance and operational improvements.

- **Strategic Sourcing and Spend Consolidation:** Consolidated global spend across diverse business units, achieving significant economies of scale and a 15% reduction in procurement costs through strategic sourcing initiatives.

- **Inflation Mitigation and Cost Management:** Successfully mitigated inflation impacts and delivered significant savings across multiple business units and categories, through strategic interventions, global benchmarking of prices, specification harmonization, introduction of alternate competitive suppliers, implementation of index linked pricing model (cost sheets) and negotiating long-term contracts with preferred suppliers
- **Capital Project Management:** Led greenfield projects, including the development of a new Warehouse and Material Handling Systems for Edible Oil Factory in Egypt and a new Corporate Head Office in the UAE, delivering both on time and within budget.
- **Process Standardization:** Implemented procurement standard operating procedures (SOPs) and best practices, including negotiation strategies, vendor performance reviews, supplier risk assessment to help build team capability, ensure compliance, and enhance efficiency across multiple sites throughout the region.
- **Value Creation:** Delivered 7-8% annual value improvement through Low-Cost Country Sourcing (LCCS), Supply Base Optimization (SBO), and Value Engineering (VE), contributing to sustained procurement excellence and value enhancement.

KANSAI NEROLAC PAINTS, CORPORATE OFFICE, MUMBAI
MANAGER PROCUREMENT – RAW MATERIALS SOURCING / S2P AUTOMATION
Oct 2004 - May 2007

Led a team of 7 Sourcing Executives to manage procurement and supply of raw materials (domestic and imports). Implemented market Index-based pricing models and cost sheets for all categories to support in negotiations and sourcing decisions. Conceptualized and led the implementation of “Vendor Portal - S2P Automation” and “Supplier Self-Certification program” leading to streamlining of procurement operations, significant improvement in production planning, supply chain efficiency and customer service levels

BAAZEE.COM (EBAY), MUMBAI
STRATEGIC SOURCING MANAGER – CONSULTING (FMCG / PHARMA / ENGINEERING)
Apr 2003 - Oct 2004

Provided consulting services in strategic sourcing domain across FMCG, Pharma, and Engineering sectors, delivering 18% - 26% savings across multiple categories through tailored procurement plans, market interventions and introduction of competitive sources

BAYER INDIA, MUMBAI
MANAGER PROCUREMENT – PACKAGING AND MARKETING SPEND
Jan 2002 - Mar 2003

Managed procurement for packaging materials and marketing spends for multiple BUs, leading strategic sourcing efforts and supplier negotiations that resulted in 22% - 28% savings in Cost of Goods Sold (COGS) by deployment of ARIBA reverse auction platform.

PARKSONS PACKAGING, MUMBAI
PACKAGING DEVELOPMENT – FMCG / FOOD / PHARMA / PERSONAL CARE
Jul 2000 - Jan 2002

Led packaging development projects for FMCG, Food, Pharma, and Personal Care sectors. Developed and implemented a costing tool for cartons, improving quotation accuracy by 98% and turnaround time by 50% leading to improved customer service levels and business.

QUALIFICATION

- 2004** | MBA in Materials Management from Indian Institute of Materials Management, Mumbai
- 2000** | Post Graduate Diploma in Packaging Engineering from Indian Institute of Packaging Technology, Mumbai
- 1998** | Graduation in Industrial Chemistry and Pharmaceuticals from K.J Somaiya University, Mumbai

CERTIFICATIONS

- 2017** | Advance Program in Supply Chain Management (APSCM) from Indian Institute of Management, Calcutta
- 2006** | CPM (Certified Purchasing Manager) - from Institute of Supply Management, USA
- 2011** | CPSM (Certified Professional in Supply Management) - from Institute of Supply Management, USA
- 2021** | Digital Procurement Certification from Singapore Institute of Purchasing and Materials Management
- Pursuing** “Leadership with AI” from ISB (Indian School of Business) and “Lean Six Sigma Green Belt Certification” from KPMG