

Firstname Lastname



Strategic Procurement & Supply Chain Leader | Portfolio Management | Cost Optimization | Contract Negotiations | Risk & Compliance | Digital Transformation | Oil & Gas | EPC | Heavy Industries

A results-driven procurement and supply chain leader with expertise in strategic sourcing, contract negotiations, and cost optimization across oil & gas, petrochemicals, EPC, and heavy industries. Proven ability to manage \$200M+ procurement portfolios, enhancing efficiency, supplier performance, and cost savings. Skilled in risk management, compliance, and digital transformation, driving innovation and sustainable procurement. A transformational leader who fosters high-performing, cross-cultural teams through mentorship, collaboration, and accountability. Passionate about procurement excellence, strategic sourcing, and cross-functional synergy to optimize business outcomes.

+91 8448448780

India

LinkedIn

d@cvdesigner.in

HOW I ADD VALUE

A strategic procurement leader who delivers multi-million-dollar cost savings through effective sourcing, contract restructuring, and supplier negotiations. Expert in streamlining procurement processes, enhancing operational efficiency, and implementing digital transformation initiatives such as ERP and e-Procurement solutions. Drives business growth by developing agile supply chain strategies, optimizing vendor partnerships, and ensuring risk mitigation in volatile market conditions. A results-driven professional with a proven track record in delivering value beyond cost reduction, contributing to operational excellence and long-term organizational competitiveness.

KEY DIFFERENTIATORS

Proven Expertise in High-Stakes Negotiations – Successfully led negotiations for contracts worth \$50M+, ensuring optimal pricing and service terms.

Deep Industry Knowledge – Hands-on experience in procurement for oil & gas, petrochemicals, EPC projects, and refinery operations.

Crisis & Risk Management – Expertise in mitigating procurement risks, handling supply chain disruptions, and ensuring business continuity.

Global Procurement Experience – Managed supplier relationships across Middle East, Asia, and Europe, ensuring best-in-class procurement strategies.

RECOGNITIONS

Recognized by SABIC for contributions to the Teesside (OLE-6) Improvement Project, reducing backlogs and achieving cost savings on special piping packages.

Recognized by Saudi Aramco Total Refinery Petroleum (SATORP) for providing leadership Support during various Shutdowns & Turn Around

- Strategic Procurement & Subcontracting
- Contract Management & Commercial Negotiations
- Supply Chain Optimization
- Turnaround & Shutdown Procurement
- Digital Transformation in Procurement

QUALIFICATIONS

- Bachelor's in Engineering (Mechanical) - Erode Sengunthar Engineering College, Anna University, Chennai (First Class, 2006)
- Certified International Procurement Professional & Manager (CIPP & CIPM) – International Procurement and Supply Chain Management Institute, USA
- Certified International Commercial Contracts Manager – International Procurement and Supply Chain Management Institute, USA
- SGS Trained ISO 9001:2015 Auditor (Certification Number: CBE/KSA/650/17)

Since 2022 KBR Arabia Ltd. Manager (SATORP) Procurement & Subcontracts

2021 - 2022
Wood PLC, Chennai
Senior Buyer

2014 – 2021
Al Yusr Industrial Contracting Company,
Jubail
Acting Procurement Manager

2013 - 2014
Astrotech Steels, SriCity, Tada,
Purchase & Stores Manager

2008 – 2012
Kharafi National, Kuwait
Procurement & Expediting
Engineer

2006 - 2008
FLSmidt Ltd., Chennai
(HQ – Denmark)
Lead Engineer –
Procurement & Expediting



May 2022 – Present

KBR (Kellogg Brown & Root) Arabia Ltd.

Manager – Procurement & Subcontracts

(Operating within SATORP – Saudi Aramco Total Refinery Petroleum,

Role Overview: Results-driven **Procurement & Subcontracts Leader** overseeing high-value contracts, strategic sourcing, and supplier management for **SATORP's General Maintenance Services (GMS)**. Drives cost-efficient procurement strategies, contract negotiations, and operational excellence for **shutdown, turnaround, and routine refinery maintenance activities**. Leads end-to-end procurement lifecycle, ensuring compliance, cost optimization, and streamlined execution of multi-million-dollar contracts to support **Saudi Aramco Total Refining & Petrochemical Company (SATORP)** operations.

Strategic Procurement & Contract Management

- Develops and implements **cost-effective procurement strategies** for **General Maintenance Services (GMS), EPC subcontracts, and refinery maintenance projects**.
- Manages **end-to-end procurement lifecycle**, including **tendering, vendor selection, contract negotiations, execution, and compliance management**.
- Leads **commercial negotiations for third-party engineering, commissioning, and construction contracts**, ensuring optimized cost structures and vendor performance.
- Oversees **contract administration and financial claims management**, ensuring seamless execution and regulatory adherence.
- Implements **competitively advantageous supply chain strategies** that drive cost efficiency and operational effectiveness.

Vendor & Supplier Management

- Develops **long-term strategic partnerships** with suppliers and contractors, ensuring high-quality service delivery and cost optimization.
- Establishes robust **supplier evaluation criteria** to assess performance, compliance, and financial viability.
- Ensures **timely procurement of materials and services** to meet operational demands while mitigating risks of supply chain disruptions.
- Conducts **vendor audits and performance assessments** to maintain contractual compliance and drive continuous improvements.

Refinery Maintenance & Project Execution

- Oversees **procurement and subcontracting activities for critical refinery operations**, including shutdown, turnaround, and routine maintenance.
- Ensures **seamless integration of procurement processes** with refinery operations to meet strict project deadlines.
- Leads **scope definition, requirement analysis, and risk assessments** to mitigate potential project risks and cost overruns.
- Supervises contractors and ensures **adherence to quality standards, compliance requirements, and regulatory frameworks**.

Cost Optimization & Financial Control

- Develops and executes **cost-saving initiatives**, ensuring financial prudence across procurement and subcontracting functions.
- Streamlines **pricing schedules, comparative tender analysis, and cost estimation frameworks** to improve budget control.
- Leads financial negotiations for **subcontractor claims and settlements**, ensuring equitable and cost-effective resolutions.
- Manages procurement budgets **valued at over \$50M**, optimizing expenditures and improving cost efficiency.

Leadership & Continuous Improvement

- Provides **strategic leadership to cross-functional procurement teams**, enhancing sourcing, contract management, and supplier engagement capabilities.
- Develops **key performance metrics** to track procurement effectiveness and identify areas for operational improvement.
- Implements **process optimization initiatives** to enhance procurement efficiency and supplier collaboration.
- Conducts **training and mentorship programs**, ensuring professional development and capability enhancement within the procurement function.

Business Impact:

- **Negotiated & finalized \$25M+ in contracts** for General Maintenance Services (GMS) at SATORP, ensuring cost-effective and high-quality vendor engagement.
- **Achieved \$3M+ in cost savings & cost avoidance** through strategic sourcing, supplier negotiations, and optimized contract structuring.
- **Managed procurement & material sourcing worth over \$50M**, ensuring uninterrupted refinery operations and optimized cost structures.
- **Enabled seamless execution of shutdown, turnaround, and routine maintenance projects**, ensuring minimal downtime and operational efficiency.
- **Strengthened supplier relationships and optimized contract execution**, driving **on-time, cost-effective project delivery**.
- **Implemented procurement strategies that improved supply chain efficiency**, reducing costs while enhancing service levels.
- **Enhanced financial governance & cost control mechanisms**, mitigating procurement risks and improving profitability.

Wood PLC, Chennai, India

Senior Buyer

November 2021 – April 2022

Role Overview: Procurement & supply chain professional specializing in **high-value strategic sourcing, contract negotiations, and supplier engagement** for the **SABIC Teesside Improvement Project**. Led procurement operations for **special piping packages**, ensuring **cost efficiency, supply chain optimization, and risk mitigation**. Drove **supplier performance management, contract execution, and stakeholder alignment** to support a **\$100M capital project** while reducing backorders and improving procurement efficiency.

Procurement & Sourcing Strategy

- Spearheaded procurement of **Special Piping Packages** for a **\$100M SABIC Teesside Improvement Project**, ensuring **optimal cost, quality, and delivery timelines**.
- Developed and executed **end-to-end sourcing strategies**, including **RFQ issuance, bid evaluation, and supplier negotiations**.
- Led **contractual negotiations with global suppliers**, optimizing pricing structures, payment terms, and risk mitigation strategies.
- Conducted **market analysis and supplier pre-qualification** to enhance vendor performance and compliance with procurement standards.
- Managed **contract finalization and purchase order execution**, ensuring alignment with project budgets and timelines.



Supplier & Vendor Management

- Established **strategic supplier relationships**, driving cost reductions, improved lead times, and enhanced vendor compliance.
- Negotiated **volume-based discounts and long-term agreements** to maximize cost savings.
- Monitored supplier KPIs and **implemented corrective actions** for underperforming vendors to maintain supply chain resilience.
- Strengthened supplier collaboration through **performance reviews and compliance audits**.

Stakeholder & Project Coordination

- Collaborated with **engineering and project management teams** to align procurement strategies with technical specifications.
- Led **technical bid evaluations and supplier selection processes**, ensuring compliance with regulatory and project requirements.
- Engaged with **cross-functional teams, including finance, logistics, and contracts**, to streamline procurement workflows and minimize project risks.
- Advised stakeholders on **procurement risk mitigation strategies**, ensuring seamless project execution.

Cost Optimization & Risk Management

- Identified and implemented **cost-saving initiatives**, reducing procurement costs and improving supplier efficiency.
- Mitigated **supply chain disruptions and backorders** by ensuring proactive vendor management and alternative sourcing strategies.
- Strengthened **contractual risk assessment processes**, minimizing exposure to financial and operational risks.
- Developed **pricing models and budget forecasts** to ensure procurement activities aligned with project cost controls.

Business Impact:

- **Led procurement for a \$100M capital project**, ensuring cost efficiency and supply chain resilience.
- **Negotiated supplier contracts and pricing**, achieving significant **cost savings and improved payment terms**.
- **Reduced backorders and enhanced project timelines** through proactive vendor management and sourcing strategies.
- **Implemented risk mitigation strategies**, securing uninterrupted supply chain operations.
- **Optimized supplier selection and contract execution**, driving procurement efficiency and financial control.

Al Yusr Industrial Contracting Company (AYTB), Jubail, Saudi Arabia

Procurement Superintendent / Acting Procurement Manager

April 2014 – April 2021

Role Overview: Led **procurement strategy development, supply chain transformation, and high-value contract negotiations** for multiple large-scale projects, including those for **Saudi Aramco, SABIC, Sadara, SATORP, YASREF, and SAMREF**. Successfully **executed over \$200M in procurement and subcontracting initiatives**, optimizing supply chain efficiency and cost-effectiveness. Established **Centralized Procurement Operations**, implemented **ERP-driven procurement automation**, and led cross-functional teams to ensure seamless procurement execution.

Procurement & Strategic Sourcing

- Developed and executed **procurement strategies for materials, subcontracts, and services**, ensuring alignment with **business goals and project timelines**.
- Spearheaded the procurement execution of **large and medium-scale projects worth over \$200M**, ensuring cost efficiency and timely delivery.
- Managed **supplier relationship strategies, category management, and sourcing plans** to mitigate risks and optimize costs.
- Negotiated **long-term contracts and strategic agreements** with suppliers and subcontractors, achieving **optimal pricing and risk mitigation**.

Supply Chain & Vendor Management

- Built and maintained a **strong supply base of 750+ approved suppliers and subcontractors**, ensuring resilience in procurement operations.
- Led supplier qualification, onboarding, and performance management programs to ensure compliance with **Aramco, SABIC, SATORP, and other client standards**.
- Oversaw procurement quality control, ensuring materials met contractual, technical, and regulatory requirements.

ERP & Digital Procurement Transformation

- Played a **leading role in the implementation of Oracle E-Business Suite and E-Procurement solutions**, streamlining procurement operations and improving efficiency.
- Participated in the **end-to-end ERP system development**, from initial design to final testing, optimizing procurement workflows and reporting.
- Established **data-driven KPI monitoring systems** to track procurement efficiency, supplier performance, and cost savings.

Procurement Governance & Compliance

- Designed and implemented **procurement policies, procedures, and best practices**, securing approval from **QHSE and executive leadership**.
- Ensured **compliance with international procurement standards and local regulatory requirements**, enhancing transparency and efficiency.
- Led process audits and risk assessments, applying **Fishbone Analysis, 5-Why Analysis, and PDCA Cycle** for continuous improvement.

Leadership & Stakeholder Engagement

- Managed **cross-functional procurement teams**, providing leadership, coaching, and performance-driven direction.
- Delivered procurement insights and reports to **senior leadership, engineering, and project management teams**, ensuring alignment with business objectives.
- Led **category management and sourcing initiatives**, driving cost savings and supplier performance improvements.

Business Impact:

- **Executed procurement strategies for 15+ projects totaling \$200M**, optimizing cost and efficiency.
- **Achieved 10% total cost savings** on Aramco TR Ras Tanura Project through strategic sourcing and contract negotiations.
- **Established and led the Centralized Procurement Department**, consolidating all capital and non-capital purchases.



- **Developed procurement policies and procedures**, securing executive approval and ensuring compliance.
- **Implemented Oracle E-Business Suite**, digitizing procurement and enhancing operational efficiency.
- **Strengthened supplier base with 750+ approved vendors**, ensuring procurement resilience and supply continuity.
- **Led procurement risk mitigation strategies**, reducing supply chain disruptions and ensuring seamless project execution.

Astrotech Steels, SriCity, Tada, India

Purchase & Stores Manager

March 2013 – April 2014

Optimized procurement, inventory management, and warehouse operations to enhance cost efficiency, supply chain performance, and material availability. Established procurement policies, supplier evaluation frameworks, and inventory control systems to ensure quality compliance and budgetary control. Led ERP-driven procurement, inventory tracking, and MRP analysis, reducing discrepancies and improving visibility. Streamlined warehouse operations with FIFO and barcoding systems, enhancing accuracy and minimizing waste. Mitigated supply chain risks by proactively addressing procurement delays and optimizing logistics, supplier performance, and cost control measures for seamless project execution.

Kharafi National, Kuwait

Procurement & Expediting Engineer

October 2008 – December 2012

Led procurement, sourcing, and expediting for large-scale industrial projects, ensuring cost efficiency, vendor compliance, and on-time material delivery. Played a key role in Low-Cost Country Sourcing (LCCS), with a strong focus on China, leveraging deep market insights and supplier networks to achieve \$4.75M in savings on PPE and steel purchases. Developed strategic partnerships with Chinese manufacturers, navigating complex regulatory environments, quality assurance protocols, and cost-effective sourcing strategies. Managed RFQ/RFP processes, supplier negotiations, and risk mitigation strategies while optimizing e-Procurement and supply chain operations. Oversaw logistics, third-party supplier compliance, and vendor assessments, including on-site supplier audits in China, to enhance procurement efficiency and project execution.

KEY PROJECTS

- **Joint Operations (KGO – SAT)** – Led the design, fabrication, modularization, and delivery of a large-scale steam flood facility under contract JO/HC65/LSP06.
- **Petrofac Facilities Management Ltd.** – Managed civil, structural, mechanical, electrical, and instrumentation work for a new pipeline from MAA to Azzour & Shuiba power stations (Contract No: KOC-RFP-2033).
- **Kuwait National Petroleum Co. (KNPC)** – Executed EPC works for upgrading fire and gas detection & suppression systems for critical machinery (Contract No: CA/FPPD/0003).

FLSmidth Ltd., Chennai, India (HQ – Denmark)

Lead Engineer – Procurement & Expediting

May 2006 – October 2008

Handled **global procurement and supply chain operations** for industrial equipment and engineering projects, ensuring **cost-effective sourcing, contract execution, and logistics coordination**. Managed **supplier negotiations for major equipment and castings**, optimized **procurement lead times**, and ensured **strict adherence to QA/QC standards**. Worked closely with **engineering, QA, and logistics teams to streamline procurement workflows, vendor management, and on-time delivery of critical project materials**.