

BHAVESH SHAH

SR. MANAGER: MATERIALS | SUPPLY CHAIN & PROCUREMENT

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EXECUTIVE SUMMARY

Senior Supply Chain & Materials Management leader with 24+ years of manufacturing experience, including 15+ years in SCM, procurement, and materials management within electrical, power electronics, and project-driven manufacturing environments. Proven expertise in supplier management, cost optimization, inventory control, ERP/MRP planning, and project-oriented procurement. Strong exposure to global and domestic sourcing, heavy equipment logistics, contract management, VAVE initiatives, Zero-base costing, and risk mitigation. Recognized for delivering cost savings, zero-line stoppages, improved OTIF, and inventory optimization, while ensuring governance, compliance, and business continuity.

PROFESSIONAL STRENGTHS

- Strategic Global Sourcing & Project Procurement
- Commodity Management
- Vendor Development & Supplier Management
- Contract, Commercial & ARC Management
- Demand Planning & Risk Management
- Logistics, Imports & Freight Cost Optimization
- Team Leadership & People Development
- MRP Planning, MIS Reporting & Operational Excellence
- Warehousing & Inventory Optimization
- VAVE, Zero-Base Costing, & Budgeting
- NPD Support, Change Management
- Cross-Functional Collaboration

PROFESSIONAL EXPERIENCE

➤ **AQ INDUCTIVE COMPONENTS INDIA PVT. LTD.**, Chakan, Pune
SENIOR MANAGER – SUPPLY CHAIN & PROCUREMENT | MAY 2024 – PRESENT

- Define and execute end-to-end supply chain and materials strategies aligned with business growth, cost, service, and risk objectives.
- Lead strategic sourcing, supplier development, contract negotiations, and VAVE initiatives in collaboration with Engineering, achieving **3.6% YoY cost reduction** and **up to 11% raw material savings** on key commodities.
- Managed global sourcing across APAC, EU, and US markets; identified, qualified, and developed local and international suppliers, with alternate sourcing to mitigate single-source risk and ensure business continuity
- Own procurement planning for raw materials, BOM, CAPEX, MRO, and services, ensuring **100% material availability with zero-line stoppages**
- Establish and govern supplier quality and performance frameworks including PPAP, FMEA, APQP, audits, and scorecards (OTD, PPM, cost, responsiveness) with quarterly reviews, achieving **OTIF ≥ 95% and PPM ≤ 500**.
- Oversaw end-to-end supply chain operations including MRP planning, budgeting, Zeror base costing, MIS reporting, inventory control and working capital optimization.
- Direct inbound and outbound logistics, import & export coordination, and freight contracts, delivering **9.5% annual logistics cost savings**.
- Acted as single-point SCM interface for Engineering, Production, QA, Finance, and Projects, aligning BOM freeze, long-lead identification, and procurement timelines with business requirements.
- Lead continuous improvement and Kaizen initiatives, performance analytics, and CAPA governance to improve productivity and operational efficiency.
- Ensure full compliance with QMS, ISO, OHSAS 45001, EN 45545, UL, sustainability, and 5S standards through internal and external audits.
- Managed scrap identification, segregation, disposal, and auction processes in coordination with Stores and Finance, ensuring statutory compliance, documentation, and audit readiness.
- Prepared and reviewed daily/weekly MIS dashboards covering inventory status, material shortages, supplier performance, cost savings, and critical action trackers for leadership review

➤ **RIR POWER ELECTRONICS LTD.**, Halol, Gujarat – **MANAGER PURCHASE** | **JAN 2024 – APR 2024**

- Led and developed a procurement team with defined accountability and performance tracking, ensuring efficient execution of sourcing and purchasing activities.
- Managed end-to-end procurement and subcontracting operations, including painting, drilling, bending, plating, PCB assembly, and vehicle logistics coordination to support manufacturing operations.
- Oversaw inventory management for 600+ raw material parts and handled procurement from 150+ local suppliers and multiple online vendors, ensuring supply continuity and data accuracy.
- Administered the complete procure-to-pay cycle while sourcing a wide range of commodities, supporting new projects and critical deliveries to Railway and Semiconductor sectors within stringent timelines.

➤ **BUSINESS OWNER / INDEPENDENT CONSULTANT** | **JAN 2023 – DEC 2023**

- Operated and managed an independent industrial trading business, overseeing supplier negotiations, pricing strategy, logistics coordination, and customer fulfilment across the supply chain.
- Drove commercial decision-making and end-to-end business operations, including cash flow management, cost control, and execution of supply commitments.

➤ **DSR TECHNOCRATS**, Vadodara, Gujarat – **GLOBAL PROCUREMENT MANAGER** | **JUNE 2022 – DEC 2022**

- Strategic Sourcing and Commercial Operations leader with extensive experience across EPC, turnkey projects, substations, and solar product supply, driving cost optimization and commercial effectiveness.
- Led end-to-end contracting and commercial operations, ensuring policy compliance while managing imports, exports, logistics, and customs formalities to support complex project execution.

➤ **AQ INDUCTIVE CCOMPONENTS INDIA PVT. LTD.**, Chakan, Pune – **MANAGER SCM** | **JULY 2015 – JUNE 2022**

- Spearheaded CAPEX procurement, machinery relocation, and installation to successfully launch a new Greenfield facility.
- Partnered with Engineering, QA, and Finance teams to execute NPD, product launches, and strategic initiatives.
- Drove ERP implementation with BOM corrections that streamlined operations and boosted overall productivity by 20%

➤ **ADOR POWERTRON LTD.**, Chinchwad, Pune – **LEADER PROCUREMENT & SR. ENGG, PRODUCTION** | **SEP 2007 – JULY 2015**

- Managed end-to-end procurement planning and budgeting for raw materials, maintaining optimum inventory levels through min/max controls for B & C class items, CAPA monitoring for shortages, and quarterly reviews of slow- and non-moving inventory.
- Mentored and developed SCM team members through structured reviews, training, and performance tracking, strengthening functional capability and succession readiness.
- Led and supervised a team of 30+ contract personnel, ensuring smooth production operations, manpower utilization, and adherence to safety and quality standards.
- Planned and controlled monthly micro-production schedules aligned with sales forecasts, coordinating with purchase, QA, testing, and packing teams to ensure timely material availability, ISO-compliant documentation, and on-time deliveries.

➤ **SHILCHAR TECHNOLOGIES LTD.**, Vadodara, Gujarat – **ENGINEER PRODUCTION** | **NOV 2004 – SEP 2007**

- Institutionalized daily operational excellence protocols, minimizing downtime through proactive resource planning and the implementation of high-efficiency production workflow
- Spearheaded collaborative troubleshooting initiatives to resolve manufacturing constraints, ensuring stringent quality testing protocols were met and maintaining a flawless record of on-schedule customer deliveries.

➤ **HIVOLTRANS ELECTRICALS PVT. LTD.**, Halol, Gujarat – **ENGINEER PRODUCTION** | **JUNE 2001 – NOV 2004**

- Led a team of shift supervisors and shop-floor personnel to ensure smooth production operations, maintaining daily production records for operational efficiency and traceability.
 - Planned and managed raw material requirements for in-house fabrication, coordinating galvanizing logistics and collaborating with design and production teams to align material availability with production schedules.
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NOTABLE ACHIEVEMENTS

Strategic Supply Chain & Sourcing

- Engineered a 3.6% annual procurement saving through strategic category management; successfully secured a ₹12 Cr/PA solar project by slashing raw material costs by 11% via competitive bidding and value engineering.
- Executed an Import Substitution strategy, developing high-capability local vendor bases that delivered 45% and 56% landed cost reductions, significantly de-risking the global supply chain.
- Directed high-impact cost-containment initiatives, achieving a 21% reduction in packaging spend and a 6.9% decrease in chemical import costs through targeted negotiation and volume bundling.
- Spearheaded the end-to-end setup of a Greenfield facility, overseeing the entire CAPEX lifecycle, complex machinery relocation, and facility installation ahead of schedule.
- Championed ERP implementation and Digital Transformation, integrating cross-functional workflows to enhance forecasting accuracy and institutionalize data-driven decision-making.
- Re-engineered the Procure-to-Pay (P2P) cycle, reducing lead times by 12 days and implementing a performance-driven supplier scorecard system to stabilize the supply base.
- Optimized Working Capital by 6.3% through advanced MRP parameter tuning and safety stock rationalization, yielding a 15-day Improvement in Inventory Turnover Ratio (ITR).
- Scaled Logistics Efficiency, delivering a 21% surge in On-Time-In-Full (OTIF) deliveries while simultaneously cutting annual freight costs by 9.5% through route optimization and carrier consolidation.
- Ensured 95%+ Material Readiness for New Product Development (NPD), mitigating supply risks and ensuring seamless "time-to-market" for critical product launches.
- Institutionalized a high-performance culture by designing and leading comprehensive procurement training modules, resulting in enhanced negotiation capabilities and a measurable increase in team-led savings.

Production & Operational Excellence

- Spearheaded a strategic production ramp-up, increasing overall capacity by 12–20% through advanced stock planning and the implementation of high-efficiency technical solutions, including a redesigned tank leak test system.
 - Optimized asset utilization by deploying process enhancements that balanced inventory flow with production demand, effectively removing bottlenecks in the manufacturing cycle.
 - Engineered a 12% reduction in material waste and led the vertical integration of the roller assembly process, significantly improving margin control and supply chain resilience.
 - Championed a culture of "Right First Time," driving a 9% reduction in customer complaints through rigorous process stabilization and quality gate enhancements.
 - Synchronized production schedules with logistics to improve On-Time Delivery (OTD), strengthening key account relationships and brand reliability.
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EDUCATION

- **PGDM in Supply Chain Management**, Welingkar Institute of Management, Mumbai, India – **April 2018**
- **Diploma in Electrical Engineering**, Govt. Polytechnic, Dahod, Gujarat – **April 1999**

CERTIFICATES

- **Category Management & Business Negotiation** – Silf Competence, **Sweden, 2019**
 - **Internal Auditor** – AQ Inductive Components, **2020** & Ador Powertron Ltd, **2012**
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LANGUAGE PROFICIENCY

English, Hindi, Gujarati, Marathi