

VK MATHUR

vijaymathur_in@yahoo.com

+ 91 8895504493

Senior Management Professional

Supply Chain Management-Material Management | Vendor Management
| Procurement & Sourcing | Cost Optimization | Cost Reduction

Location Preference: India, Middle East & US

Executive Profile

- **Senior Leadership Professional** with **nearly 36 years** of hands-on experience in spearheading entire functions of **Material Management, SCM, Procurement, Sourcing, Warehouse Operations, Logistics, Operations, EXIM Documentation & Compliance**
- Merit of being associated with **SAIL, Rourkela Steel Plant** and heading Material Management Functions in 3 Units of SAIL; achieved significant results and crossed various milestones, reported to Plant CEO
- Excellence in **formulating policies & procedures**, policy vetting, setting targets, talent management, recruitment & performance monitoring
- Expertise in **setting up SCM functions right from scratch**, developing Strategic Supply Chain solutions that contributed to top-line & bottom-line objectives; driving huge improvement in overall business results; conceptualizing Supplier Rationalization Programs for improving effectiveness of suppliers and achieving significant cost savings
- Reduced the lead time, internal and external by 50% for automatic procurement items and by 30% for other categories; reduced the consumption value by 25% by benchmarking for consumption of APIs in association with users
- Greatly enhanced efficiency by documenting Standard Operating Procedures (SOPs) related to International Ocean & Air Freight processes, centralizing information, and highlighting best practices across multiple divisions/regions
- Identified and implemented warehouse efficiency plans resulting in a targeted annual labour reduction cost; developed and implemented performance and quality improvement programs, redefined warehouse positions and established hourly production standards
- Excellent interpersonal, leadership, analytical & negotiation skills with proven track record of utilizing process-oriented approach towards accomplishment of cost, profit & organizational goals

Academic Details

1989: PGDM from Birla Institute of Technology, Mesra, Ranchi with 1st class

1982: M.Sc. (Statistics & OR) 1st class 1st from Patna University- **Gold Medalist**

1978: B.Sc. (Hons) from Patna University - 1st class

Certifications

1991: Qualified ISO 9000 Auditor

2005: Life Time Certified Purchasing Manager (CPM) for Supply Chain Management from Institute of Supply Management Inc., USA

2005: Life Time Accredited Purchasing Practitioner (APP) for Materials Management from Institute of Supply Management Inc., USA

Copyrights

- Integrated Purchase Function software
- Receipt, Inspection and Acceptance of incoming consignments software and
- Inventory Management software
- Website development on Materials Management Information System

Key Impact Areas

Strategic Planning & Leadership	Logistics & EXIM Compliance
Inventory Management	Management Reporting Decision Making
Capacity Planning	Business Transformation
Vendor Development & Performance	Warehouse Inventory Management
Manpower Planning	Team Building & Leadership



Excellent track record of driving excellent performance across career

Professional Affiliations

- Life Member of Indian Institute of Materials Management (IIMM); A chartered member of the International Federation of Supply and Materials Management, Vienna, Austria
- Member, Computer Society of India
- Life Member of Administrative Staff College of India, Hyderabad

Professional Experience

Apr'07 – Oct'18: SAIL

Growth Path:

DGM (Materials Management) & HOD, RDCIS, Ranchi	Apr'07 – Jul'14
General Manager (Materials Management & Marketing) Chandrapur Ferro Alloy Plant, Maharashtra	Aug'14 – Oct'16
General Manager (Materials Management & Marketing) Rourkela Steel Plant	Nov'16 – Jan'18
Officiating Executive Director (Materials Management) (Back-Up of Executive Director), Rourkela Steel Plant	Feb'18 – Oct'18



Lastly associated as Officiating Executive Director (Materials Management), Back-Up of Executive Director

- Spearheaded the **Supply Chain (Materials Management and Marketing) function at SAIL, RSP, reported to CEO-Plant**, ensuring the material & service requirements of a **4.5 Million Ton Integrated Steel Plant** having highest number of products, ranging from buying Raw Materials, Consumables, Stores And Spares; engaging in various job contracts, marketing of secondary products, idle assets and other Non-primary products generated out of a 4.5 MT Steel Plant; Transactions handled, in monetary terms, were to the tune of Rs. 2400 crores (38 million dollars approx.).

As General Manager (Materials Mgmt. & Marketing), Rourkela Steel Plant & Chandrapur Ferro Alloy Plant

- Headed the **Materials Management and Marketing function at SAIL, RSP**, reported to the Executive Director (Materials Management), transactions handled to the tune of **Rs.4000 Crores (62 million dollars approx.)**

Sourcing/Procurement

- Identified and projected the **material requirement plan** as per production floor needs
- Tracked and maintained **inventory levels in the stores** for all items required in the plant
- Generated **purchase orders** as and when inventory levels reach reorder levels

Sourcing/Procurement

- Spearheaded sourcing through identification of cost effective suppliers for procurement with an aim of improving quality & reliability
- **Budgeted funds for procurement of materials**; ensured optimum utilization of materials & maximum cost savings

Stores Management

- Monitored the store function and **reduced inventory levels**
- Checked the stock of material without any variance by conducting perpetual stock verification and documentation
- **Implemented Standard Operating procedures** within the warehouse and trained team members on maintaining compliance with these procedures

Logistics

- **Supervised logistic operations** like sea freights & inland transportation up to factory warehousing
- **Coordinated with Custom House Agents, C&F Agents and other external agencies** for ensuring timely clearances & cost effective transport solutions
- **Interacted & negotiated with transporters, shippers**, to ensure seamless and cost-effective movement of consignment

Commercial Operations

- Performed the **EXIM operations**; ensured compliance with custom laws, notifications, tariffs, RBI rules and guidelines
- Maximized realization of **export incentives & attended Customs, Excise & DGFT litigations** with appellate authorities

As Deputy General Manager (Materials Management) & HOD Materials Management, RDCIS

- Administered the complete Materials Management operations in the organization, laid down policies, framework
- Executed the erection & commissioning by selecting purchases through turnkey projects, rate contracts, limited/global tenders
- Completed disposal of over 50% of obsolete and unserviceable items within 3 years
- Managed receiving bay, collection of materials from railways, airways, roadways, banks
- Monitored the lodging & settlement of claims with carrier, supplier and underwriter on discrepancies

Highlights:

Officiating Executive Director (Materials Management)

- Achieved over 100% target for consecutive 2 years by monitoring the complete procurement operations for raw materials, consumables, automatic procurement items, spares
- Devised, organized & implemented the automatic procurement system with over 4500 multi-user items of consumable nature
- Structured the inventory policy and fixed Max / Min., reorder points, EOQ and safety stock level for each category of items
- Pivotal in maintaining the 95% service level through fast paced dynamic demand and supply situation

General Manager (Materials Management & Marketing)

- Initiated the material forecasting system based on linear model and moving average of monthly consumption method
- Undertook various analyses such as Fast / Slow / Non-Moving, XYZ, ABC
- Determined the 'A', 'X' and 'AX' classes of items of inventory; formulated suitable policies for maintaining inventory within desired limits

Projects Managed

Managed following projects as Project Leader:

- Design and development of Automatic Procurement system (1986)
- Computer applications in Materials Management functions (1992)
- Improvement in the system of Procurement of materials (1998)
- Implementation of ISO system in Materials Management functions (2002)
- Online and web based Computerization of Materials functions across the organization (2011 - 13)
- Design and implementation of Supplier Relationship Module with SAP (2017-18)

Previous Experience

Mar'83 – Mar'07: SAIL

Growth Path:

As Junior Manager (Stores)	Mar' 83 - Jun' 86
Assistant Manager (Stores)	Jun' 86 - Jun' 89
As Deputy Manager (Stores)	Jun' 89 - Jun' 92
As Manager (Stores)	Jun'92 - Jun' 96
As Deputy Chief Materials Manager	Jun'96 - Jun' 02
As Assistant General Manager (MM)	Jun' 02 - Mar'07

As Assistant General Manager (MM)

- ❖ Managed a team of 36 personnel; administered the complete material management operations in the organization
- ❖ Achieved over 98% target accomplishment for 3 consecutive years

As Deputy Chief Materials Manager:

- ❖ Monitored the complete procurement operations for raw materials, consumables, automatic spares, instruments & equipment
- ❖ Executed the erection & commissioning by selecting purchases through turnkey projects, rate contracts, limited/global tenders
- ❖ Reduced the lead time, internal and external by 50% for automatic procurement items and by 30% for other categories
- ❖ Efficiently handled contracts for services (AMCs)

As Manager (Stores)

- ❖ Devised and implemented the automatic procurement system with 800 multi-user items of consumable nature
- ❖ Maintained the 95% service level for over 5 years through fast paced dynamic demand and supply situation
- ❖ Introduced & implemented the Catalogue on AP items
- ❖ Significantly reduced the consumption value by 25% by bench marking for consumption of APIs in association with users
- ❖ Initiated the material forecasting system based on linear model and moving average of monthly consumption method

As Deputy Manager (Stores)

- ❖ Successfully handled the inventory of consumables, spares and equipment
- ❖ Handled various analyses such as Fast / Slow / Non Moving, XYZ & ABC
- ❖ Efficiently determined the 'A', 'X' and 'AX' classes of items of inventory; formulated suitable policies for maintaining the inventory within the desired limits
- ❖ Executed the disposal of over 50 % of obsolete and unserviceable items within 3 years

Assistant Manager (Stores)

- ❖ Managed the entire operation of 3 Stores Custodies
- ❖ Played a key role in instating the 8 digit numeric code structure for the materials instead of prevailing Stock ledger system.
- ❖ Converted the 2,500 consumables and over 4,000 non consumables into codes from the stock ledgers with the Bin cards
- ❖ Streamlined the industrial gases distribution system by creating a computerized network of different users.

As Junior Manager (Stores)

- ❖ Handled the entire receiving bay, collection of materials from railways, airways, roadways & banks

 **Other Experience**


- **Internal & External Faculty in various Govt. & Non-Govt. Institutes**

Trainings Attended

- ❖ Senior Management Program for General Manager (SAIL): MTI-Ranchi, 2014
- ❖ e-procurement Learning: Administrative Staff College of India, Hyderabad; 2013
- ❖ Senior Management Program (SAIL): Indian Institute of Management, Calcutta; 2010
- ❖ Foreign Training in South Korea, Vietnam, Hong Kong and Bangkok; 2010
- ❖ Strategic Management Program (SAIL): Indian Institute of Management, Calcutta; 2010
- ❖ General Materials Management Course: Indian Institute of Management, Indore; 2008
- ❖ Supply Chain Management: Administrative Staff College of India, Hyderabad; 2005
- ❖ Internal Auditor course for ISO 9001; Confederation of Indian Industries, Delhi; 1993
- ❖ Advanced Materials Management and use of Computers in Materials Management: Indian Institute of Management, Ahmedabad; 1990

Publications

- ❖ V K Mathur & Digvijay Singh - Model Law on Public procurement - An Overview in Growth, MTI, Jan. – Mar., 2013, PP 14-21
- ❖ VK Mathur & Digvijay Singh: Procurement with Equal Opportunity, Book of Selected Cases, PP 55-59; Vol.- XVII, June 2012
- ❖ V K Mathur & Digvijay Singh - Greening of Supply Chain in Growth, MTI, Oct.-Dec., 2011, pp 33-37
- ❖ V K Mathur, www.materialsmanagement.info in 2005
- ❖ V K Mathur, www.supplychainmanagement.in in 2005

 **Personal Details**
Date of Birth: 19th October 1958
Languages Known: English & Hindi
Permanent Address: A-103, Satellite Colony, Ranchi -834004, Jharkhand