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**CONTACT**

**Prasanna Vignesh Ramaiah**

**Procurement Sourcing Specialist Global Logistics Procurement**

# PROFILE

Procurement Sourcing Professional with over **9** years of experience dedicated in Supply Chain Management and Business Development. Expertise in Commodity/Category Strategy Planning, Contracting & Negotiations, Auctioning (End to End Procurement Life Cycle Management), Risk Analysis, Project Planning and Project Management. Adaptable and interested to explore new opportunities and responsibilities.

# EXPERIENCE

* **IBM India Private Limited** – 7.8 Years (December 2014 – August 2022) Procurement Sourcing Specialist & Operations Team Lead – Logistics (US, Canada & Caribbean Countries)
* Procurement Sourcing Specialist (Since 2019): Managing Logistics/MRO/Software Procurement for US, Canada and Caribbean Countries (Bahamas, Trinidad & Tobago, Jamaica and Aruba) and suppliers for IBM internal clients.
* Global Policy Focal (2018): BCP (Business Continuity Plan) and Environmental Safety.
* Operations Lead (2016): Responsible for the operations team’s TAT/ SLA Metrics, Compliance & Process Governance, Headcount and Capacity Reporting, etc.
* Operations Buyer (2014 to 2015): Responsible for Purchase Order Management, Invoice Clearance, Tax monitoring, Stakeholder Management, Supplier Setup, etc.
* **Boilers Control Private Limited** – (Feb 2013 – Dec 2014) Project Engineer
* End to End Procurement Management, Project Management, Business Development, Monitoring & Following up the deliveries / production status with logistics & vendors and sales CRM database.

# PRIMARY RESPONSIBILITIES

* Carrying out and analyzing RFPs, RFQs and RFI for new projects.
* Maintaining relationships with internal key stake holders and suppliers through projects and scheduled meetings.
* Client communications for requirements.
* Perform Value Add Analysis/Source Selection - Perform Source Selection &Fair Value analysis and to document it in the tool.
* Contracting Activities- Understand requirements and build contracts with beneficial firm standards.
* Targets, TATs and KPI data as required- Implementation of the Commodity specific Strategy defined by the Councils to achieve the best for the firm.
* Business Controls- Responsible to meet Business Controls objectives of procurement, including ensuring ongoing audit readiness and supplier compliance checks.
* Process- Align Non-core Suppliers to our core supplier strategy, negotiating rates, payment terms and contracts with suppliers, new supplier setup etc.

# AREAS OF EXPERTISE

* Contract Management *(*Drafting & Redlining, Legal Reviews, eSignature & Execution, Termination & Renewals, Repository Management*),* Catalogue Management, Stakeholder Management.
* eAuctions (Managing Online Events, Commercial Review, Supplier Evaluation & Fair Value Analysis*)*
* Supplier Management *(*Yearly Policy Updates, SRM Presentation, Contractual SLAs, Metrics review and Surveys*)*
* Reporting *(*Spend vs Savings, Pipeline Projections, Opportunity Analysis*)*
* End to End Purchase Management *(*Purchase Orders, Proposal Review, Invoicing & Payments, Software Licensing*)*

**CERTIFICATIONS**

* CPP – CPPM (Jun,2022), Certified Purchasing Professional & Certified Professional Purchasing Manager - American Purchasing Society.

# TRAINING PROGRAMS

* + Influencing company’s revenue
  + Business Planning
  + 7 Steps of Strategic Sourcing
  + Negotiation Skills & Contracting.
  + Leadership workshop
  + Agile Methodologies
  + Procurement category strategy design
  + Influencing company’s revenue

# EDUCATION

**AWARDS & RECOGNITIONS**

* IBM Agile badge – Project execution
* IBM Cloud Core badge
* IBM Containers & Kubernetes badge
* Star of the Year – Twice @ IBM
* #1 - Sourcing Excellence
* Restlessly reinvent our company – @ IBM

**LANGUAGE PROFICIENCY**

**English - Fluent Tamil - Native Swedish - Beginner**

**TECHNICAL SKILL**

**SAP Ariba, SAP S/4 HANA**

**Power Bi**

**HOBBIES & INTERESTS**

**an Avid Cyclist, a Bookworm, and a Casual Gamer.**

* + Bachelor of Engineering in Electronics & Instrumentation (2008 to 2012)

o Anna University Trichy - JJ College of Engineering & Technology

# PERSONAL DETAILS

DOB: August 04, 1990

Nationality: Indian Marital Status: Married Gender: Male

# LINKS

https[://w](http://www.linkedin.com/in/prasanna-vignesh-cpp-cppm-b0043954/)ww[.l](http://www.linkedin.com/in/prasanna-vignesh-cpp-cppm-b0043954/)i[nkedin.com/in/prasanna-vignesh-b0043954/](http://www.linkedin.com/in/prasanna-vignesh-cpp-cppm-b0043954/)

**VISA STATUS**

Valid Work Permit until December 2024.