



MANGESH S. DEOLALKAR,

Global Sourcing & Procurement | Strategy Planning| Operations

Addressing the challenges of today's volatile market & translating vision into winning strategies, targeting senior level assignments with an organization of high repute.

✉ dmangeshd@rediffmail.com

☎ +971- 569932426 , +91-9960197592 ,

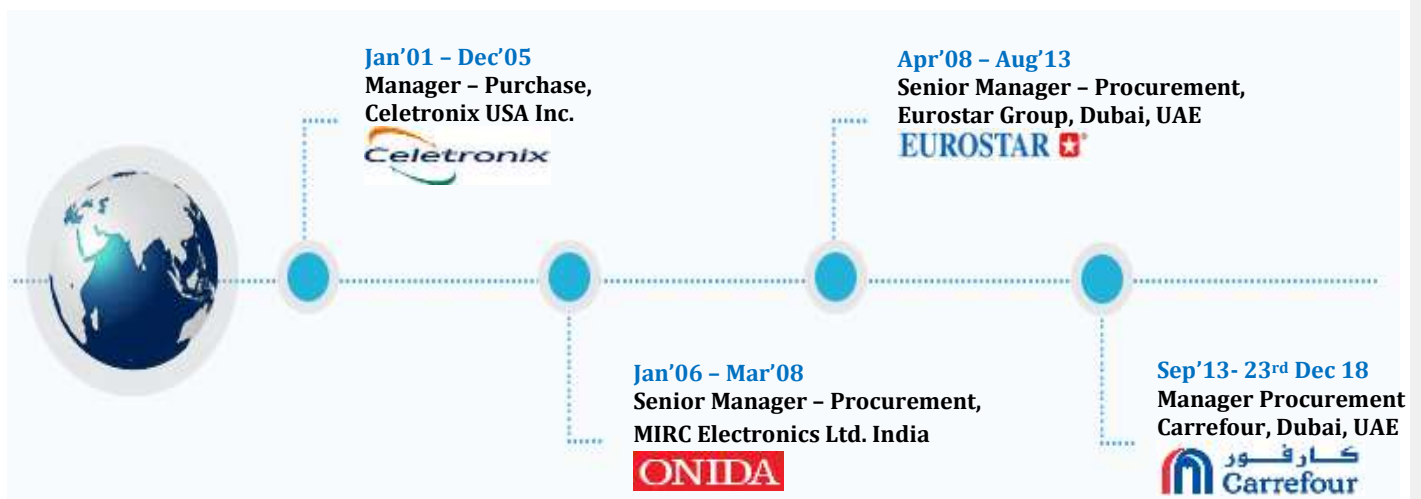


Profile Summary

- Global Sourcing, Strategic Planning, Procurement, Operations & Supply Chain Management leader who overcomes profit and growth challenges offering **over 20 years** of experience in **USA, China, India and Middle East Industries. (Last 11 years in United Arab Emirates)**
- Expertise in, **Project procurement & Operations, Engineering equipment's, Electrical, Electronics and Appliances manufacturing industries.**
- Facilitated **tender analysis, contract negotiations** securing best quality, price, delivery and commercial terms from suppliers.
- International exposure of formulating & implementing Global Sourcing, Procurement and Supply Chain strategies **from China, Taiwan, Korea, USA, Europe, India & Middle East** based vendors.
- Steered the **localization of product and vendor development** activities which helped in saving the cost and improving the overall sourcing pattern in the system.
- **ERP Implementation** to improve work efficiency and MIS reporting formats.



Career Timeline (Recent 4 Organizations)



Professional Qualifications:

Michigan State University, USA

- Master Certificate in Supply Chain Management & Procurement.

APICS The Association for Operations Management.

- Supply chain management-Module1

IIMM, Indian Institute of Materials Management, India

- Graduate Diploma in Materials Management

Academic Qualifications:

AG University, India.

- Bachelor in Information Technology.

Board of Technical Education, India

- Engineering in Industrial Electronics (Three years diploma)

IT Skills:

MS OFFICE,

ERP Skills:

SAP,BAAN, ORION,

JD EDWARD

Soft Skills:

- Collaborator
- Innovator
- Team Player
- Intuitive
- Communicator
- Thinker

Key experience - April 2008 onwards

*Carrefour (*Majid Al Futtaim*), Dubai, Sep'2013 – Dec 2018, **Manager Procurement.**

Overseen Global Sourcing, Vendor Development, Operations & Supply chain Management.

Products –Construction & Fit out items. Industrial Engineering products, Material handling and Storage equipment's, Processing equipment's. Electronics Security (CCTV), LED lighting and video technology based products.

- **Project Procurement – Contributed in development of more than 35 projects in GCC.** Forecasting & spearheading procurement of upcoming **Hyper & Super market** projects by monitoring budget and time line.
- **Construction & Fit out** – Performed negotiations with the sub-contractors for Construction and fit out work securing best quality, price and delivery terms from suppliers.
- **Flooring** –Vendor Selection, Procurement and installation of tiling as per new concepts.
- **Refrigeration & Cold Rooms** –Procured and developed cost effective suppliers for Refrigeration, Cold rooms.
- **Shelving, Racking, Machinery and Capital Equipment's** –Performed tendering and contract negotiations for assets, machineries and capital equipment's.
- **Lighting & Signage's** – Introduced innovative concept in General lighting, Decorative lighting and showcased Energy saving through LED technology.
- **Electronic Security Systems** – Achieved significant cost saving in CCTV, Acc. control, Int. alarm, EAS & Secured Open Devices (SOD).
- **Wooden Assets & Furniture** – Developed new concepts in store sales areas, offices, Training centres, Refreshment Areas to enhance customer, Staff experience & satisfaction.
- **Innovation** – Developed and implemented innovative ideas and concepts using Audio, Video and Atomization technology to attract Customers and improve work efficiency and quality.
- **Coordination & Technical support** – Liaising with local & overseas maintenance teams on quality issues.
- **Key Recent projects in GCC – Carrefour -Burjuman center, AL Ghurair center, Measim City center, Wafi Mall, Springs Village, Nizwa - Oman and Mall of Qatar etc. Remodeling -Deira City Center, Mall of Emirates, IBN Battuta, Dragon Mart, Yas Mall.**

*Eurostar Group, Dubai, Apr'2008 - Aug'2013 **Senior. Manager Procurement.**

- **Budget/cash flow planning/ Ordering-** Based on yearly / quarterly sales plans, forecasting & development of procurement plans and ordering in line with a Strategic business plan.
- **Product Development** – Worked closely with design, sales, quality team and coordinated with the manufacturers, suppliers on development of suitable products and packaging to attract customer attention.
- **Global Sourcing and Procurement** –
- Sourcing and procurement of right quality products, at right price considering customer expectation, landed cost calculations and in required time line considering stock levels, Shelf life and sales movement from reliable suppliers.
- Led Product sourcing and vendor development teams while participating in various projects & government tenders.
- Led Procurement and supply chain activities with Suppliers from Middle East, China, Taiwan, Korea, USA and India
- **Inventory Management** –Monitoring high/low inventory alerts and reshuffled inventories within the branches based on Movement and events. Coordinated with local & overseas teams for sale, inventory planning and inbound & outbound logistic movements. Ensured timely distribution of goods across stores, branches within various countries.
- **Sales Support** – Formulated attractive pricing proposals balancing profit margins, considering customer requirements and landed cost in various countries.



Previous Work Experience high lights

MIRC Electronics Ltd (ONIDA), India, Jan'2006 - Mar'2008

Senior Manager Procurement.

- Procurement of Consumer Electronics & Home Appliances (SKD, Finish goods) from China based Manufacturers (OEM), Sub-contractors as per production and sales plan.
- Manufactured air conditioners at remote manufacturing location within seasonal timeline providing strong procurement, supply chain & operational support.
- Contributed in achieving No. 2 position in air conditioner business in India in 2007.
- Led component sourcing, procurement and supply chain team of Television and Air condition Manufacturing Plant.
- Effectively Coordinated between Engineering, Quality and Suppliers in new product developments.

Celetronix USA Inc. (now Jabil), USA, China and India, Jan'2001 - Dec'2005

Manager Procurement

- Global sourcing & Procurement of Electronics, Electrical components and assemblies for the manufacturing of Dell, Apple, Echostar products.
- Developed global sources & vendors for India and China manufacturing plants from Head Office in United States of America.
- Established centralized global procurement center in Mumbai (India) to manage procurement activities of USA & South Asia to reduce overheads and improve efficiency of procurement cycle.
- Implemented VMI (vendor managed inventory) programs.
- Reduced logistic cost using hub facilities at various parts of the world.
- Successfully implemented 'BAAN ERP' system at various procurement locations

Manager - Purchase, Minilec Group, Pune, India

Jun'90 - Dec'00

Personal Details

- **Linked in Profile** - <https://www.linkedin.com/in/mangesh-deolalkar-80120b9/>
- **Permanent Address:** 10,Vrindavan society, 83/2 Parvati, **Pune, India**
- **Date of Birth:** 22nd April 1966
- **Languages Known:** English, Hindi and Marathi
- **Valid Driving License:** UAE and India

- **Availability** -Immediate.
- **Preferred location** - Any City / Country.
- **Salary** - As per company standard.