



LOKESH SONI

Senior Professional

| Global Sourcing | Supply Chain Management | Purchase |

Industry: Industrial | Automotive | Solar Batteries

Location Preference: Delhi-NCR

Profile Summary

- › **General Manager-Supply Chain Management;** offering impeccable career of **nearly 14 years** in driving large engagements such as **Global Sourcing/Purchase, Supply Chain Management & Supplier Development in Automotive industry | Solar Tubular Batteries**
- › **Gained onsite exposure at Shanghai, China; possess good market knowledge** of the same
- › **Purchase & Procurement Management Professional** with record of innovative success in **sourcing from China & India** and offering top performing solutions for purchase/projects issues; leveraging standalone expertise in making timely decisions that positively impact success
- › **Exhibited excellence** in utilizing qualitative and quantitative skills in negotiating price with **International /Domestic Vendors** without compromising on the quality; ensuring adherence to defined Quality Standards
- › **Successfully converted all motorcycle vendors on 100% payment** on DA 90 days without any interest which led to an **annual saving of USD75000**
- › **Proven success in recovering claim amount of USD100000** at one go from motorcycle factory
- › **Pioneered in reducing 20% prices of engine spare parts** with better quality product which led to an annual saving of more than **USD 0.5 Mn**
- › **Accomplished zero claim** in FY17-18 and 18-19
- › **Customer Centric Professional** with skills in addressing and resolving the client queries, **complaints on priority** in order to achieve customer satisfaction matrices
- › **Skilled in implementing warehouse rationalization strategies** to optimize distribution network & reduce complexity along with reduction in costs and enhancement of services
- › Proficient in designing & developing systems and procedures to implement **purchasing, inventory control, production planning** that assures availability of materials & transportation in accordance with Just-in-Time delivery schedules, while maintaining minimum inventory
- › Managing **EXIM operations** with standard knowledge of the **government policies & regulations** & provisions of customs for **maximizing revenue and minimizing cost**
- › Skilled at managing **cargo, logistics** for the company; administering shipping operations for various **global cargo-movement and freight markets** with different commodities with key focus on **top line profitability by ensuring optimal utilization of resource**

Career Timeline

Feb'06-Dec'07



Since Jan'10



Dec'07-Jan'10

Core Competencies

Global Sourcing/Procurement

Supply Chain Management

Vendor Mgmt. & Assessment

Negotiation

Contract/Claim Management

Techno-commercial Activities

Budget & Cost Optimization

Process Improvement

Team Building & Leadership

Soft Skills

Visionary and Decision Making

Conflict Management

Leadership and Delegation

Good Listener & Communicator

Team Building & Interpersonal Skills

Analytical and Problem Solving

Professional Experience

Eastman Auto & Power Ltd.(Export Division), Gurugram

Since Jan'10

Growth Path:

Jan'10-Mar'12 as **Asst. Manager**

Apr'12-Nov'13 as **Manager**

Dec'13-Mar'15 as **Sr. Manager**

Apr'15 -Jan'17 as **Asst. General Manager**

Feb'17- Till Now as **General Manager**

Key Result Areas:

- ▶ Leading a team of **08** members for spearheading entire gamut of operations including **Global Sourcing, Supplier Development, Quality and Supply Chain Management** for **motorcycles, motorcycles spare parts** and **Solar Tubular batteries** for national & international markets (**China, India**)
- ▶ **Administering supply chain function entailing:** Managing **End to End Supply Chain** including Purchase | Operation | Warehousing | Pre Dispatch Inspection | Logistic |Documentation of in house manufactured Solar Tubular batteries
- ▶ Managing Exports of in house manufactured Solar Tubular batteries **to Middle East, South East Asia & Africa market.**
- ▶ Managing Exports of complete **motorcycle and spare parts to Latin American markets from China**
- ▶ **Conducting market research** based on China custom data to identify potential markets; developing & launching of **new motorcycle models** based on requirement of target market
- ▶ **Designing** product catalogue, user manual, brochure, spare parts catalogues, website and procurement of POP
- ▶ **Spearheading commercial agreements** with vendors about brand exclusivity, delivery time, annual volume discounts, product pricing formula & ethical business practices
- ▶ Supervising wide variety of activities inclusive of managing **price, currency exchange with suppliers**, improving **payment terms**, concluding **framework agreements** with the suppliers, and so on; **aligning Chinese vendors** for longer period credit payment terms; **negotiating with Freight Forwarders** for shipping line
- ▶ Identifying and selecting the **vendors** and conducting **new suppliers assessment** in accordance with the **Eastman Auto & Power Code of Conduct and Policies**
- ▶ **Budgeting and planning the funds for procurement & sourcing of material**, ensuring optimum utilization of material and maximum cost savings
- ▶ **Negotiating with the suppliers to clarify contract, delivery, term of payments and other issues** to optimize cost and delivery time & conditions
- ▶ Developing **SOP quality & supplier audit plans**; simplifying process & product audit to ensure the product consistently meets the requirement
- ▶ **Resolving supplier escalation / concerns / queries** (customer advocacy) for smooth ride on their diverse issues
- ▶ Documenting & maintaining **monthly supplier scorecards** which included supplier performance, supplier part rejection performance, on-time delivery; conducting meetings with top management to discuss about low performance suppliers
- ▶ **Developing & negotiating** with the vendors to achieve **cost-effectiveness** in supplying the best qualitative products; conducting periodic evaluation of **vendor performance** in terms of quality, delivery, payment terms and service and taking corrective measures in improving the quality
- ▶ **Imparting product training** to sales on a monthly basis

Lohia Auto Industries, Noida/Shanghai, China as Sr. Engineer (Supply Chain Management)

Dec'07-Jan'10

Highlights:

- ▶ **Worked at China office** for sourcing and development of **Electric Bike Spare Part**
- ▶ Visited vendor to find out **root cause of failures** occurred while testing components and recommending ways for improvement to match as per requirement
- ▶ **Sourced:**
 - Complete assy. line for 2 wheeler and 3 wheeler from China to Kashipur plant after approval of Head R&D
 - Testing equipment for e-bike from China for Kashipur plant after approval by Head R&D
- ▶ **Projects:** Paint Shop Project at Kashipur(UK) & Hybrid 2 wheeler

Amtek-Tekfor Automotive Ltd., Dharuheda as Asst. Engineer (Process Engineering)

Feb'06-Dec'07

Certification

Pursuing following certifications:

- ▶ **Supply chain management** certification from ISEL GLOBAL
- ▶ **Purchasing and Vendor Management Essentials** Training Course by Getcert Go certification
- ▶ **Negotiation manager** by Vskills certification

Education & Credentials

- › **Diploma in Mechanical Engineering** from Dronacharya Institute of Engineering, Gurugram in 2006 with 65%

Personal Details

Date of Birth:	31st May 1981
Languages Known:	English and Hindi
Present Address:	E601, Rail Vihar, Sec 15- Part II, Gurugram-122001
Permanent Address:	H. No. 4, Ganapati Colony, Foyasagar Road, Ajmer
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