

PAYAL ROJALIN PRADHAN

+91 - 9337071858



payalrosa567@gmail.com



Manager - Procurement

Cuttack, Odisha, India



SUMMARY

Seeking an opportunity to leverage my 5+ yrs of expertise in procurement and contribute to a dynamic organization with Seller management, negotiation & inventory management at Regional and National level. Dedicated & results-driven with extensive experience in the field related to Seller engagement and on boarding where I had surpassed the targets set forth. Possess computer knowledge for business applications and presentation purposes.

EDUCATION

Institute of Management & Information Science
Post Graduate Diploma in Management
2016 - 2018

Siksha 'O' Anusandhan University
Bachelor of Technology
2012 - 2016

SKILLS

- Vendor Management
- Team Leadership, Development
- Negotiation and Pricing Strategies
- Problem Solver
- Market Research
- Strong Communication and Interpersonal Skills
- Strong organizational and time-management skills
- Ability to work independently and as part of a team

MARKETING PROJECTS

- Marketing - Britannia Industries Ltd, Studied Market Research, Distribution Channel of the Company.
- Finance - NRI Account - Understand the NRI Accounts Process & Demand in Banking sector.

TRAINING & ACTIVITIES

- Management Trainee - Aditya Birla Fashion 30 Days, worked on the Product Line of the Fashion wear.
- Managed independently exhibition stall of Parle Agro Industries at UMANG RURAL MELA organized by IMIS at Mukundadaspur, India.
- Organized social development campaign on "SWACHH BHARATABHIYAN" at Bhubaneswar Railway Station.

PROFESSIONAL EXPERIENCE

Procurement Manager

Bangalore

Dezy (Smiles.ai) Company | Nov 2022 - Oct 2023
Leading Dental Chain of clinics along with Aligner Business.

- Design and implement a strategic procurement plan that expands company's growth and ensure it's competitiveness.
- Coordinate and schedule meetings with internal and external stakeholders.
- Collaborated with dental sellers across India to maintain strong business relationships and meet product demands for 25+ Dental Clinics.
- Seller Onboarding - Successfully onboarded 40+ new sellers, seamless integration into procurement system.
- Build and promote strong, long-lasting Seller relationships by partnering with them and understanding their criteria along with agreement.
- Team Handling, Payment Management, Negotiation of Prices, Inventory Management.
- Interaction with Senior Team - Collaborated closely with senior management to align procurement strategies with the company's overall goals.
- Attended and participated in Dental conferences and shows like Exponent, Famdent & WDS to create strong connections with sellers.

Assistant Manager

Mumbai

Medikabazaar.com | Aug 2018 - Oct 2022

- Achieved the 100% KRA for the consecutive 2 yrs in line with Procurement cost cutting, Payment terms & PO value raised from 1 lakh to 2.00 Cr Monthly.
- Communicate with prospective vendors to determine terms & Availability.
- Oversee entire activities of Buying, Selling, PO maintain through records of orders in OMS.
- Identify emerging markets and market shifts while being fully aware of new products launch and competition status to fulfill the Demand.
- Responsible for PAN India Onboarding & Direct negotiation with Seller for dental products.
- Conduct effective meetings with clients in order to close deals in order to enhance business in Sales Field.