



# Rama Kishore T V

Head of Procurement | Senior Program & Project Management Leader | Digital Transformation & Process Optimization Specialist

An articulate, persuasive, and competent individual with over 24 years of captivating experience in leading global procurement and shared services operations, specializing in procurement strategy, process re-engineering, and technology implementation across diverse industries. Seeking career advancement with an esteemed organization to leverage my industry experience and technical knowledge to drive organizational growth, enhance operational efficiency, and deliver substantial cost savings in a dynamic, global environment.

✉ tvrkishore@gmail.com

☎ +91-9866970502

📍 Hyderabad, Telangana, India

🌐 [linkedin.com/in/ramakishoretumuvenkata](https://www.linkedin.com/in/ramakishoretumuvenkata)

## SKILLS

- Procurement Operations
- Project/Program Management
- Source to Pay Transformation
- Procurement Strategy
- Digital Transformation
- Business Strategy & Delivery
- Service Delivery Management
- Operations Management
- Agile Methodology
- Process Re-engineering
- Compliance & Policy Governance
- Vendor & Contract Management
- Change Management
- Performance Management
- People and Team Management
- Stakeholder Management

## KEY STRENGTHS

### Global Procurement Expertise:

*Expertise in leading end-to-end procurement operations, including sourcing strategy development, vendor selection, contract negotiation, and vendor performance management. Skilled in optimizing procurement processes to enhance efficiency, reduce costs, and ensure alignment with business goals.*

### Digital Transformation Champion:

*Expert in driving digital transformation across procurement and business operations, leveraging technology to improve efficiency, streamline processes, and deliver measurable business value.*

### Technology Implementation:

*Deep knowledge of procurement technologies, including SAP Ariba, ServiceNow, Oracle, and Zycus, with a strong background in eProcurement solution rollouts. Expertise in managing technology implementations that enhance procurement efficiency, compliance, and data visibility.*

### Change Management:

*Skilled in leading change management initiatives to support large-scale organizational transformations. Expertise in stakeholder engagement, communication planning, training, and managing resistance to ensure successful adoption of new processes and technologies.*

### Process Re-engineering:

*Proficiency in applying Lean, Six Sigma, and other process improvement methodologies to redesign and streamline procurement processes, resulting in significant cost savings, improved cycle times, and enhanced operational performance.*

### Vendor and Contract Management:

*Proficient in strategic vendor management, including vendor selection, contract negotiation, and performance monitoring. Ability to optimize vendor relationships, drive cost savings, and ensure service level excellence through effective contract management practices.*

## ACHIEVEMENTS

Spearheaded TCO optimization and successfully led SAP Ariba and SRM rollouts for P2P processes across Thomson Reuters, CA Technologies, and Refinitiv, driving significant cost savings and process efficiencies.

Orchestrated seamless M&A transitions for Source to Pay functions, expertly managing spinoffs and acquisitions at Thomson Reuters and Refinitiv, ensuring uninterrupted operations and strategic alignment.

Championed the process reengineering of the American Express Card program, driving successful global rollouts at Refinitiv and Broadridge, significantly enhancing efficiency and user experience.

Executed a transformative vendor rationalization for professional services and contingent workforce categories at Refinitiv, ensuring robust compliance and streamlined policy governance.

Implemented groundbreaking process improvements for professional memberships and legal managed services at Thomson Reuters, achieving 65% cost avoidance, and drove a dramatic reduction in attrition from 55% to below 10% at CA Technologies through strategic people and operations transformation.

## WORK EXPERIENCE

### Head of Procurement Broadridge India/APAC

09/2021 - Present

Hyderabad, Telangana, India

- **Strategic Sourcing and Category Management:** Developing and delivering sourcing strategies to optimize Total Cost of Ownership (TCO) across technology, facilities, and professional services categories. Implementing procurement policies and Travel & Expense (T&E) management processes to ensure alignment with organizational goals and regulatory requirements.
- **Procurement Operations and Process Re-engineering:** Driving procurement operations and vendor management processes, focusing on process re-engineering and transformation. Leading initiatives to streamline procurement workflows and enhance operational efficiency through continuous improvement and best practices.
- **eProcurement Solutions Implementation:** Overseeing the implementation of eProcurement solutions, including Contract Lifecycle Management (CLM) tools and Source to Pay (S2P) solutions such as SAP Ariba, Fieldglass, and Concur. Ensuring effective administration and integration of upstream and downstream applications.
- **Technology and Systems Transformation:** Leading digital transformation efforts within the P2P function, driving technology adoption and systems enhancements. Managing the implementation of new procurement technologies to improve process efficiency and reduce error rates.
- **Strategic Partnerships and Talent Acquisition:** Cultivating strategic partnerships with leading universities to enhance talent acquisition and foster innovation within the procurement team.
- **Innovation and Continuous Improvement:** Driving innovation within the procurement function, leading initiatives to improve process efficiency, enhance compliance, and support organizational growth.

### Senior Sourcing Manager Refinitiv/ LSEG

2016 - 2021

- **Transformed Procurement Center of Excellence:** Spearheaded the transformation and establishment of the Procurement Center of Excellence, successfully improving procurement processes and elevating the strategic impact of procurement operations across the organization.
- **Optimized Purchasing Channels:** Identified and leveraged opportunities for purchasing channel optimization, channeling spend through strategically advantageous purchasing options, which led to enhanced cost efficiency and procurement effectiveness.
- **Managed Strategic Divestments:** Orchestrated the comprehensive program management of the divestment of Procurement Solutions from Thomson Reuters to Refinitiv, and played a pivotal role in the subsequent merger with the London Stock Exchange, ensuring seamless transitions and integration.
- **Executed Change Management Initiatives:** Implemented and managed effective change management strategies, overseeing all related activities to ensure smooth transitions and alignment with organizational objectives during major procurement transformations.
- **Directed Communication Strategies:** Oversaw and directed internal and external communications related to procurement changes, ensuring clear, consistent messaging and fostering stakeholder engagement throughout critical transitions.
- **Implemented eProcurement Solutions:** Led the deployment of advanced eProcurement solutions, including SAP Ariba, AMEX Card Programs, and ServiceNow for P2P helpdesk support, which resulted in improved procurement efficiency and streamlined support functions.
- **Developed Center of Excellence Initiatives:** Championed the development and execution of Center of Excellence initiatives, focusing on contract and vendor management, indirect procurement, and T&E management to drive operational excellence.
- **Enhanced eProcurement Functionality:** Directed the successful implementation and enhancement of eProcurement systems and card programs, optimizing procurement processes and contributing to overall process efficiency improvements.
- **Executed Rollouts and Transformations:** Oversaw the effective rollout and implementation of procurement tools and programs, including Ariba and AMEX Card Programs, enhancing the overall procurement capabilities and supporting strategic objectives.

### Global Procurement Manager (Offshore) CA Technologies

2013 - 2016

- **Led Global Procurement Operations:** Managed global procurement operations across key spend categories, including marketing, facilities, and technology commodities, ensuring efficient and cost-effective procurement strategies.
- **Transitioned and Developed Programs:** Successfully transitioned and developed various procurement programs, including Spot Buy, Vendor Enablement, Catalogue Management, Contract Management, AMEX Card Programs, and Helpdesk and MIS.
- **Directed ERP Implementation:** Led the transformation and delivery of ERP implementation within the procurement business area, driving significant improvements in procurement processes and system integration.
- **Oversaw Vendor and Contract Management:** Supervised and optimized vendor relationships and contract management practices, ensuring compliance with procurement policies and securing favorable terms for the organization.

## WORK EXPERIENCE

### Manager – Procurement (Head of P-Hub)

Thomson Reuters

2007 - 2013

- **Directed Global Procurement Operations:** Led global procurement operations with a primary focus on implementing and optimizing the Source to Pay (S2P) strategy across multiple regions, enhancing procurement efficiency and aligning global procurement practices with organizational goals.
- **Managed Tool Rollouts and Process Migrations:** Successfully oversaw the rollouts and transitions of Procure to Pay tools, including SRM and SAP, ensuring smooth process migrations and system integrations that significantly improved procurement workflows and operational effectiveness.

## PAST EMPLOYMENT HISTORY

Oracle India as Tactical Buyer (2005 - 2007)

ISB as Executive – Finance (2004 - 2005)

Rockwool India as Officer – Administration (2000 - 2004)

## HONOR AWARDS

Earned high praise from the London Business School delegation for pioneering innovative workplace solutions that set new standards in operational excellence.

*Thomson Reuters*

Lauded for flawlessly managing a major entity spinoff and acquisition, ensuring a seamless transition with zero impact on operations.

*Refinitiv/ LSEG*

Championed Oxfam's 100 KM trail walks from 2017 to 2020, advancing gender equality, supporting marginalized communities, and promoting girl child education through dedicated advocacy and fundraising efforts.

*Refinitiv/ LSEG*

Honored by the Thomson Reuters CFO for spearheading cost-effective tactical initiatives that delivered exceptional financial efficiencies.

*Thomson Reuters*

Led transformative green initiatives at Thomson Reuters Bangalore, driving sustainable practices and setting a benchmark for environmental responsibility from 2010 to 2012.

*Thomson Reuters*

## TECHNICAL SKILLS

**Tools:** SAP Ariba, ServiceNow, Oracle, and Zycus

## EDUCATION

### Bachelor of Commerce

Osmania University

## SOCIAL RESPONSIBILITY

Site Lead for Green Initiatives for Thomson Reuters Bangalore Site – 2010 to 2012

Habitat for Humanity programs that build houses for the poor

Oxfam 100 KM trail walks 2017, 2018, 2019 and 2020 that aimed at gender equality, welfare of backward communities and girl child education.