

# MUKESH SHIVKUMAR SEHVDEV

STRATEGIC SOURCING AND CONTRACTING, 15 Years



## OVERVIEW

As a Certified Strategic Sourcing and Business Excellence (CSBE) professional, I have the skills to **develop strategies and policies** to establish the **SCM & Sourcing function from scratch**, **maximizing deliverables** and making it a profitable pillar of the organization.

My expertise includes a profound knowledge of **SWOT analysis & Lean Procurement**, which aids in **identifying and minimizing process inefficiencies**. By staying socially active, I keep up with the **latest trends**, **analyze data**, and **conduct market studies** to **comprehend associated risks** and take necessary mitigation measures.

In my role as a **Strategic Sourcing Lead**, I am responsible for **creating alternatives in terms of products, processes, suppliers**, and **value engineering** to achieve maximum **cost benefits** for the organization.

## CATEGORY MANAGEMENT

- Capex procurement of EPC, Turnkey Projects (Civil, Interior Fit-out, Electrical, HVAC), Solar Projects, Set up New Production Line)
- MEP Consumables for R&M of Pan India offices/Retail chain outlets.
- Indirect Goods & Services, Sales/Marketing/Events.
- E-Surveillance, FAS, DG, UPS, Housekeeping, Office consumables.
- Administrative & Facility services.
- IT Hardware, Networking, Administrative & Professional Services.
- CAMC renewal of all Key Equipment.

## PROFESSIONAL EXPERIENCE



**BAJAJ FINANCE LTD -Mar'22 to Present**  
(\*2.5 Years)

### [Insights of Responsibilities and working practices:](#)

As the **Senior Manager Procurement**, responsible for managing organizational spending worth ₹400 CR (\$48 Mn), I streamline sourcing strategies, conduct spend analyses, identify cost-saving opportunities, and oversee project execution. I lead team evaluations, vendor management, and indirect sourcing for Opex. Implementing Lean Procurement practices and ensuring compliance with government and ESG standards are key aspects of my role.

## CONTACT DETAILS

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## PROFESSIONAL SKILLS

- Lean Procurement
- Value Engineering
- Resource Development
- Contract Management
- Cost Management
- Negotiate Pricing
- Vendor Evaluation and Assessment
- Data Analysis and Risk Management
- Ensure Procurement Quality
- Emphasize Data and Outcomes
- Handle Ad Hoc and Urgent Purchases
- Develop and Execute Strategies
- Streamline Procure-to-Pay Processes
- Project Management
- Spending Management
- Bid Management
- Sustainable Procurement Implementation
- Stakeholders Management
- Compliance & KRA Management

## SOFT SKILLS

- Demonstrates active listening and learning.
- Guides and supports team members.
- Proficient in responsibilities and motivation.
- Goal-oriented with efficient work methods.
- Communicates gently and collaborates.
- Agile, flexible, and manages client relationships.
- Utilizes SWOT analysis, adheres to policies.
- Skilled in workforce management, prioritization, and task delegation

## SPECIALIZATION

Indian Institute of Management, Lucknow  
*Strategic Management for Business Excellence*

## EDUCATIONAL STATS

DR. D.Y. Patil  
Vidyapeeth, University, Pune

MBA in *Supply Chain Management*

Indian Inst. of Material Management, Mumbai

*GDMMI Graduation in Materials Management*

Engineering Diploma, SBTE, Haryana.  
*Mechanical Engg*

## IT STATS

- MS Office
- SAP (ECC, Ariba)
- Tally
- E-RFX/E-Tendering
- E-Auction/Bidding



IREP INDIA PVT LTD -Jun'21 to Feb'22  
(9 Months)

### Insights of Responsibilities and working practices:

In the role of **Bid Desk Manager**, managed a ₹50 CR (\$6 Mn) budget for Capex and Opex across India, collaborated with departments, validated bids, ensured timely closures, met saving targets, and monitored operations. As a Strategic Sourcing Manager, responsibilities included vendor development, contract renegotiation, cost reduction, client and facilities management, project management, compliance, and reporting to global management.



RCI INDUSTRIES LTD - Jul'17 to May'21  
(3 Year, 11 Months)

### Insights of Responsibilities and working practices:

As the **Manager of Procurement**, I oversee a team managing a budget of ₹100 crore to support various expenses. Responsibilities include strategic development, cost reduction, supplier management, market evaluation, stakeholder management, and government tendering.



OLYMPIANS TELECOM INFRA - May'15 to Jun'17 (2 Year, 1 Month)

### Insights of Responsibilities and working practices:

As the **Commercial Manager**, responsible for managing ₹10 Crores (\$1.2 Mn) for Capex and Opex needs. Oversaw rate contracts with sub-vendors for various services and equipment procurement. Managed sales and marketing consumables, IT vendors, AMC renewals, and E-Tendering for government contracts.



JINDAL STAINLESS LTD - Jun'09 to May'15 (5 Years, 11 Months)

### Insights of Responsibilities and working practices:

As an **Executive procurement**, to handle MRO and MEP consumables valued at ₹10 CR (\$1.2 Mn). Responsibilities include procurement planning, inventory management, and overseeing order management, ERFX, E-bidding, vendor development, cost savings, and SAP ERP (MM).