



Sapana Nikhade
Positioning you for ₹50L-₹1Cr+ / \$100K-\$250K+ Roles



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Invitation: [redacted] - AGM Vendor Management (Bangalore) @ Tue May 26, 2026 05:00 pm - 05:45 pm (Asia/Kolkata)

Today • 5:00 PM – 5:45 PM

[redacted] - AGM Vendor Management (Bangalore)

[redacted] - Organizer

[redacted].com

📅

No events on this date

Yes

No

Maybe

Based on this email

🕒

norel[redacted]alendar.in

to me ▾

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Images are not displayed. [Display images below](#) - Always display images from norel[redacted]alendar.in

[redacted]

sona[redacted]ot.com invites you to be a part of Pratik - AGM Vendor Management (Bangalore)

[redacted] - AGM Vendor Management (Bangalore)

☐

Date and time

Tue May 26, 2026 05:00 pm - 05:45 pm (Asia/Kolkata)

From 0 Recruiter Engagements to 11 Recruiter Engagements.

11

Recruiter Engagements

From 0 to 11 relevant conversations

42

Days

From start to completion

Relevant Opportunities

Across Procurement & Supply Chain leadership roles



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CLIENT BACKGROUND

16+ years in Procurement & Supply Chain

- ₹1,200 Cr procurement portfolio
- 27 manufacturing plants
- Team of 14
- Global sourcing exposure
- Procurement transformation experience



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THE REAL CHALLENGES HE WAS FACING

**His experience was strong.
But the profile was covering
too many areas at once.**

- Leadership story was not clear enough
- Strategic impact was getting buried
- Scale was not visible quickly
- Job search needed more focus



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G A P S I D E N T I F I E D

We reviewed the profile across:

Procurement Strategy • Strategic Sourcing • Category Management • Supplier Management • Transformation • Digitalization • Leadership

The main gap was simple:

- Strong procurement experience, but leadership positioning was not clear enough
- Seniority, scale, and strategic ownership were not visible upfront
- Profile appeared more execution-focused than leadership-focused
- Recruiters looking for senior procurement leaders were less likely to discover or immediately shortlist him



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OUR STRUCTURED APPROACH

STEP 01 | Market Research & Gap Analysis

We studied the market for senior Procurement & Supply Chain roles, reviewed relevant JDs, and mapped his profile gaps against target opportunities.

STEP 02 | Positioning & Discoverability

We strengthened his positioning through Resume, LinkedIn, and Naukri optimization, bringing his procurement leadership, scale, and impact forward.

STEP 03 | Job Search Strategy

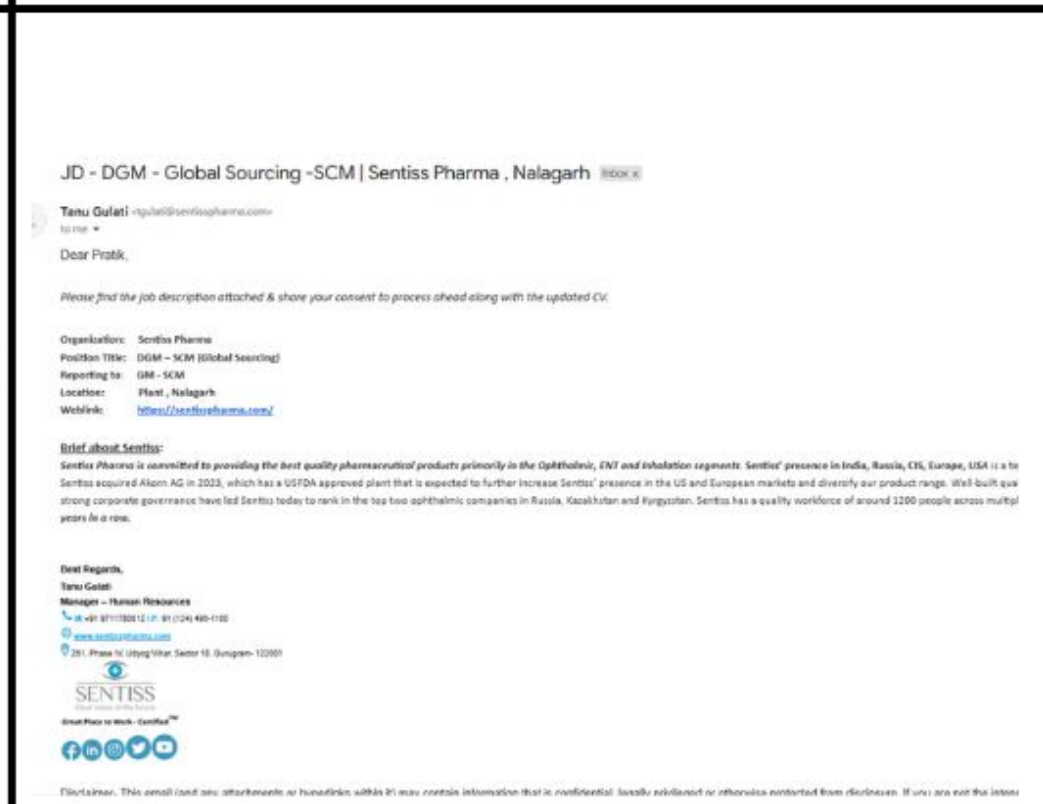
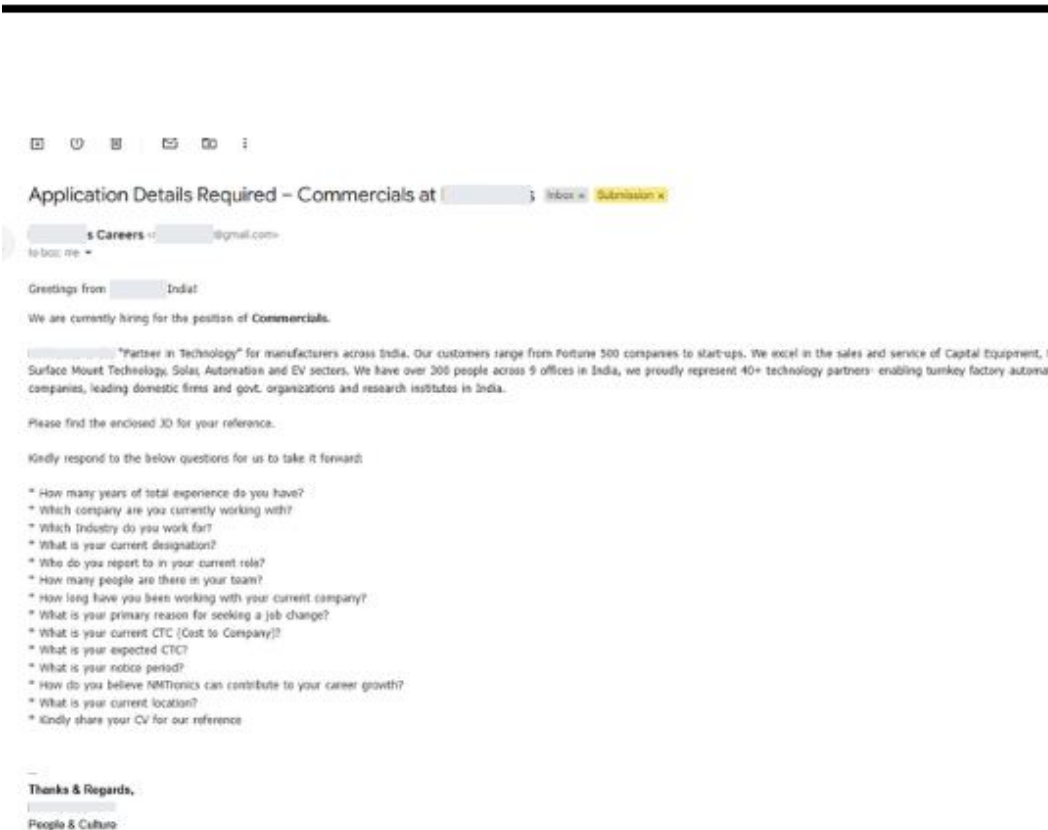
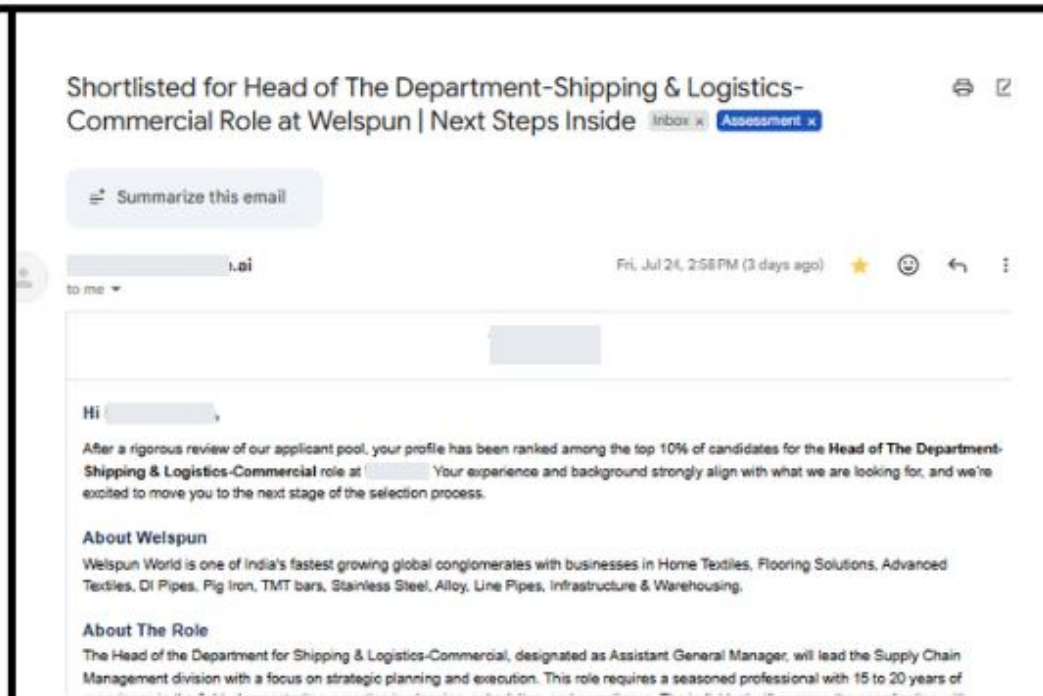
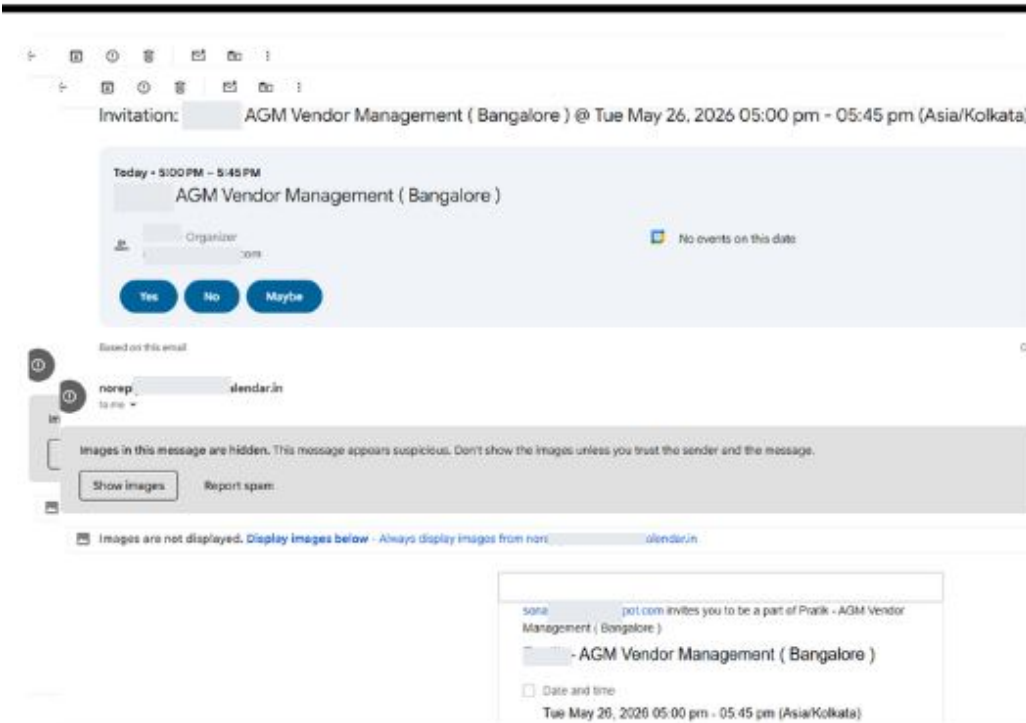
Shared the exact action plan proven to deliver faster results, and he executed his job search as per our strategy to start generating interview opportunities.



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RECRUITER REACHOUTS





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RECRUITER REACHOUTS

  • 2nd

TODAY

  • 1:31 PM

Touch Base for the Job Opportunity || Delhi, India

Dear Candidate,

Greetings for the Day!!

I represent Tr: [redacted] ternational. We are global executive search firm with presence in more than 30 countries.

We are currently working on a

  • 2nd

Director at [redacted] icals Pvt. Ltd | Planet Science

THURSDAY

  • 4:37 PM

Hi [redacted]

I reviewed your application for our Sourcing Specialist – Chemicals & Pharma job and am impressed with your background. Pls share cv on hr@clyzo.com along with current location, etc, expected and notice

FRIDAY

  • 6:21 PM

Hi [redacted]

  • 3rd

Recruiter at SoTalent

MAY 12

  • 8:12 PM

Supply Chain Program Manager - Bengaluru, Karnataka, India

Hi [redacted],

Thanks for expressing your interest for the **Supply Chain Program Manager** position I am working on. This role is for the client **Kenvue** located in **Bengaluru, Karnataka, India** on a **hybrid** working model. The role offers a great benefits package and career development opportunity.

You can find the detailed job description on the link below. Kindly apply through the link to submit your profile to the client.

  • 1st

CHRM, SCM, HR, R&D, Sales, Marketing, Finance | Mitsubishi Electric | ABB | Spice | Unilever

TODAY

 • 9:53 AM

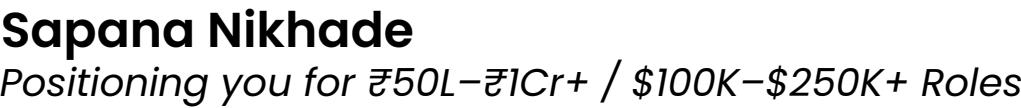
hi,

How are you? If you are exploring new opportunity, we can connect as I am seeking an senior SCM leader for a Pharma Company in Riyadh, (with expatriate benefits).

Regards,

  • 9:54 AM

Hi [redacted]



RESUME BEFORE & AFTER

BEFORE

Phone: +91- | Email: _gmail.com | LinkedIn

STRATEGIC SUPPLY CHAIN LEADER | DRIVING COST-EFFICIENT, COMPLIANT & CUSTOMER-FOCUSED OPERATIONS ACROSS MANUFACTURING NETWORKS

Dynamic and results-oriented Procurement & Supply Chain Leader with a proven track record of over 16 years in Raw Material (RM) & Capex Procurement, Project Procurement, and Greenfield Project Setup within the manufacturing industry. Adept at developing and executing strategic sourcing initiatives, supplier partnerships, and cost optimization strategies to drive operational excellence and business growth. Proven expertise in leading planning, logistics, imports/exports, and outsourced manufacturing functions to drive operational efficiency, cost optimization, and delivery reliability. Adept at implementing Sales & Operations Planning, driving inventory optimization and leading large-scale network transformation projects. Known for building high-performing, process-driven teams and fostering cross-functional collaboration across business, R&D, and EHS functions.

- **Strategic Procurement & Sourcing** – Driving high-value supplier negotiations, contract structuring, and cost-efficient procurement strategies to enhance business profitability.
- **Financial Optimization & Cost Leadership** – Developing and executing cost-reduction frameworks, strategic spend analysis, and procurement-driven financial enhancements.
- **Continuous Improvement & KPIs**: Adept at identifying optimization opportunities across inventory, warehouse networks, and logistics using data analytics; successfully led initiatives to improve KPI performance in service, cost, and quality.
- **Executive Leadership & Stakeholder Engagement** – Driving cross-functional collaboration, vendor management, and executive-level decision-making to align business goals.
- **Regulatory Compliance & Sustainability Governance** – Ensuring seamless adherence to government regulations, securing critical licenses, and embedding sustainable procurement practices.

PROFESSIONAL EXPERIENCE

t Ltd, Head Office | Jun 2019 – Present

Growth path: Chief Manager | 2024 – Present
Head of Domestic Purchase | 2022 – 2024
Project Purchase Manager | 2019 – 2021

Strategic Procurement & Cost Leadership

- Orchestrating procurement and supply chain operations for 27 plants, managing a ₹1200 crore procurement portfolio spanning domestic and international markets.
- Successfully implemented Extended Producer Responsibility (EPR) Compliance within the company, ensuring regulatory adherence for plastic product recycling and promoting sustainable waste management practices.
- Engineering high-value supplier engagements, optimizing cost structures, mitigating risks, and enhancing procurement efficiency to drive profitability.
- Instituting long-term strategic supplier alliances, ensuring price stability, minimizing market volatility, and enhancing cost predictability.
- Devising and executing a centralized inventory control framework, streamlining material availability, minimizing surplus, and optimizing working capital utilization.
- Directing procurement strategies for Brownfield & Greenfield expansion projects, ensuring cost efficiency, regulatory compliance, and seamless execution.

Operational Excellence & Process Transformation

- Spearheading the deployment of next-generation automated material handling systems, including automatic truck loaders, conveyor networks, and precision packaging systems, significantly enhancing efficiency, throughput, and scalability.
- Leading SAP implementation as Business Process Owner (BPO), embedding industry-leading digitalization strategies to optimize procurement and logistics workflows.
- Developing and institutionalizing dynamic procurement models, enhancing operational agility, supply chain resilience, and responsiveness to volatile market conditions.

Global Logistics & Supply Chain Optimization

- Directing end-to-end supply chain orchestration, optimizing multimodal logistics, warehouse management, and last-mile distribution to ensure operational fluidity and cost containment.
- Strengthened global supplier partnerships, enhancing on-time delivery adherence, eliminating bottlenecks, and fortifying overall supply chain resilience.

AFTER

PROCUREMENT & SUPPLY CHAIN TRANSFORMATION LEADER | CPSCM, CGNE

16+ yrs across Manufacturing | Enterprise Procurement | Capex, RM, Logistics Sourcing

₹1200 Cr Procurement Portfolio | 27 Manufacturing Plants | China, Southeast Asia, Middle East Sourcing

Mumbai, India

+91

_____@gmail.com

[LinkedIn](#)

Executive Summary

Procurement and supply chain leader with 16+ years across manufacturing environments, specializing in enterprise procurement strategy, strategic sourcing, and supplier ecosystem development. Experience across multi-plant networks covering category management, supplier partnerships, procurement governance, and cost optimization across direct and indirect spend. Track record of strengthening operating models, advancing digital procurement capabilities, and aligning sourcing with manufacturing expansion, working capital priorities, and operational efficiency. Experience spanning supply chain planning, inventory strategy, logistics coordination, and supplier-driven operations. Trusted partner to finance, engineering, manufacturing, and supply chain leadership on sourcing strategy and supplier market insights, with exposure to global sourcing, import operations, and raw material categories including minerals supporting manufacturing and supply continuity.

PROCUREMENT LEADERSHIP AND STRATEGY

- Directed ₹1200 crore enterprise procurement portfolio across multi plant manufacturing operations
- Established centralized procurement operating model across 27 plants strengthening sourcing governance
- Formulated enterprise procurement strategy aligning sourcing priorities with manufacturing expansion plans
- Built category management structures across raw materials, packaging, equipment, and logistics
- Expanded global sourcing across China, Southeast Asia, and Middle East supplier markets
- Implemented procurement governance frameworks covering vendor conduct, approvals, and risk management
- Delivered strategic sourcing programs improving procurement competitiveness, supply reliability, and cost efficiency
- Introduced procurement analytics improving spend visibility and supporting category sourcing decisions
- Enabled digital procurement through SAP integration, sourcing automation, and platform adoption
- Strengthened supplier ecosystems through segmentation frameworks and strategic vendor partnerships
- Optimized working capital through inventory planning and supplier payment term alignment
- Supported manufacturing expansion through capex procurement leadership across greenfield brownfield projects

Core Expertise

- Enterprise Procurement Strategy
- Global Supplier and Vendor Ecosystem Development
- Procurement Governance and Compliance Frameworks
- Supply Chain Risk Management and Diversification
- Working Capital Optimization and Inventory Strategy
- Procurement Digitalization and ERP Platforms

- Strategic Sourcing and Category Management
- Spend Management and Cost Optimization
- Capex Procurement and Manufacturing Projects
- Procurement Transformation and Operating Model Design
- Procurement Analytics and Spend Intelligence
- Cross Functional Stakeholder Leadership

Work History

PVT. LTD.

MUMBAI, INDIA

ENTERPRISE PROCUREMENT LEADERSHIP ROLES

Chief Manager – Procurement (Domestic & Imports), Jan 2024 – Present

- Directing enterprise procurement strategy and sourcing governance across 27 manufacturing plant operations
- Managing **₹1200 crore** procurement portfolio covering raw materials, packaging, engineering equipment, logistics
- Leading procurement team of **14 professionals** across category sourcing, supplier management operations
- Aligned procurement strategy with **supply chain planning, production schedules, and inventory optimization across 27 plants**
- Managed import sourcing and EXIM operations including supplier coordination, documentation, and logistics
- Led enterprise procurement transformation centralizing sourcing and standardizing workflows and governance
- Developed supplier segmentation structures establishing **L1, L2, L3** pools reducing single source dependency risks
- Strengthened procurement governance through vendor conduct policies and sourcing approval frameworks
- Implemented procurement dashboards and KPI frameworks improving performance visibility and efficiency
- Presented sourcing strategy for critical raw materials to **CFO and leadership** including working capital planning



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WHAT SPECIFICALLY CHANGED

1 | Clearer Leadership Positioning

Made his Procurement & Supply Chain leadership identity visible from the start.

2 | Scale Brought Forward

Highlighted the ₹1,200 Cr portfolio, 27 plants and team leadership.

3 | Strategy Over Responsibilities

Brought greater focus to procurement strategy, transformation and sourcing leadership.

4 | Stronger Global Sourcing Story

Made his China, Southeast Asia and Middle East sourcing exposure easier to see.

5 | More Focused Job Search

Directed the search toward opportunities better aligned with his senior procurement and supply chain experience.



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**This is what happens when
positioning and discoverability
start working together.**

Start With Executive Branding

Resume Branding. LinkedIn Optimization. Naukri Optimization.

We help mid to senior professionals get discovered, shortlisted,
and hired for leadership roles.