SHALIN SONE

More than 10 years of experience in diverse position covering Supply Chain Management-Sales & Procurement, Logistics & Commercial Operations-Strategic Planning Sourcing and Client or Customer Management .

Shalin988@gmail.com: +966-561401954

Key Skills

MEP / Out-Sourcing / Negotiation -Cost Reduction.

Supply Chain Management / Customer Management & Logistics

MIS, Documentation and Presentations

Cost Control and Fixing KPIs
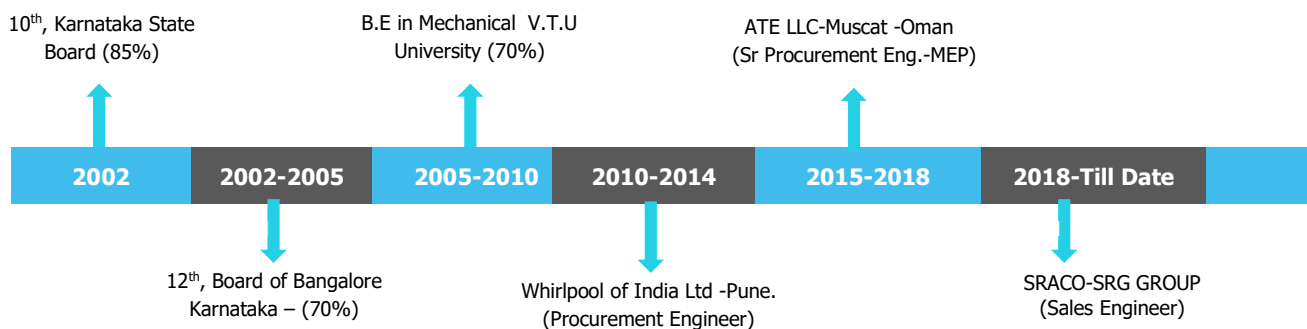
SAP MM Module & ORACLE

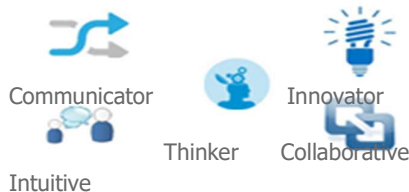**Team Building & Leadership**

Contract Management

Profile Summary

- **A result Oriented Professional with 10 years of experience with OEM, Construction & Maintenance & in other sectors.**
- **Adept in MEP/ to ensure Client's project requirements commodity Getting MAS approval with Project consultants and meets client's requirement.**
- **Float of Quotations to requirement s of customers & follow ups for status of the Quotations & Negotiations**.
- **Efficiently ensuring that strategies & plans are aligned with Customer project requirements in time & maximum cost saving to company.**
- **Possesses excellent interpersonal, communication and analytical skills with distinction of utilizing a process-oriented approach towards the accomplishment of cost, profit, service & organizational goals.**

Career Timeline

10th, Karnataka State Board (85%)

B.E in Mechanical V.T.U University (70%)

ATE LLC-Muscat -Oman (Sr Procurement Eng.-MEP)

2002	2002-2005	2005-2010	2010-2014	2015-2018	2018-Till Date

12th, Board of Bangalore Karnataka – (70%)

Whirlpool of India Ltd -Pune. (Procurement Engineer)

SRACO-SRG GROUP (Sales Engineer)

Soft Skills

Communicator

Innovator

Thinker

Collaborative

Intuitive

Education

- Bachelor of Engineering in Mechanical from Sir M Visvesvaraya Institute of Technology from V.T.U Belgaum
- 12th from Higher Secondary Certificate from Board of Bangalore -70%.
- 10th from Karnataka State Board -86%.

💼 Work Experience

Dec'18 – Till Date

Significant Accomplishments:

- Implement Agreement system Fire Fighting, Inks & Toners, Tires, Plumbing, Home appliances, Water, Diesel
- Awarded Employee of the quarter for consistent KPI and less escalations In Team.
- Negotiation in Pay -terms 100% Advance to Part Advance or Credit Basis with category Suppliers.

Jan'15– Oct'18

Significant Accomplishments:

- Vendor management or details In SAP MM/R3 related to P2P cycle - implementation in system to reduce individual efforts.
- Implementation of MEP Category Budgets in SAP MM tool to ensure steady flow of MEP Procurement in Optimum cost.

Apr'10 – Oct'14

Significant Accomplishments:

- Team Leader of Group & Cultural Activities.
- Successfully completion of Procure to pay cycle stages which involves RFQ Negotiation, Purchase order, Delivery & Invoice & payment through whirlpool school of management.
- Key role in Involvement & update software's Of GTECH (Global technology center Of whirlpool.

SRACO (Maintenance & Construction Company), Dammam, Saudi Arabia as Sales Engineer:

- **Overall Study of materials & equipment's & understand & Analyze the Request received & proposal to be made.**
- **Quotations Preparation considering the Landed cost & Profit margin.**
- **Float of Quotations to requirement s of customers & follow ups for status of the Quotations & Negotiations**
- **Follow up with customer to ensure progress of ongoing & existing products & service orders.**
- **Timely delivery in ref to Inventory reconciliation and payment Follow Up with the customer. MIS preparations & Sales order and Report generation on monthly & Quarterly Basis**

Al Turki Enterprises LLC (Construction, Oil & Gas) Muscat, Sultanate of Oman, as Sr. Procurement Engineer.

- The projects aimed for finalization of MEP commodities mainly– Plumbing, Fire Fighting and HVAC technical submittal proposal and getting approval Respective consultant & Clients Parallelly Procuring services and commodities at a fair value price depending upon the requirement.
- MIS reporting to the management on the monthly basis through SAP (MM)
- New Vendor Sourcing, Price Negotiation, Purchase Order Execution, Frequent Meetings /follow Up with vendors for Delivery of materials / Submittals.
- Regular site visit to figure out the overview and progress of project and procurement related issues
- Forecasting for the specific material as per the inventory report every quarter.

Whirlpool Of India Ltd (Through Team lease) In Pune Maharastra As a Procurement Engineer.

- Sourcing new vendors, Vendor Management, Data and Spend analysis, Cost Estimates, Work with suppliers to get prices on parts and Services supplied by sending RFQ and RFP's.
- Analyze prices quoted by suppliers, making quote comparison, Price history, cost break-up and market analysis Search for alternate suppliers if needed and look for options to reduce maximum cost.
- Assessment of suppliers, Negotiations with the suppliers for cost reduction based on Quality, Response, and Delivery & Costs
- Release of orders on suppliers SAP /R6, Follow up with Suppliers
- Regular meeting and interaction with Supplier & daily follow-ups Checking Status of the materials

- Timely ensure of contractual based employment of fulfills the need & requirement of Gtech, who indirectly Responsible for growth & success for projects that need to be finish on or before the deadline given.
- Buy back orders Implementation for indirect tools or Equipment's which benefits for the Company.

Training Attended

Personal Details

Father's Name	Sharanappa Sone
Date of Birth	03rd Feb'1986
Languages Known	English & Hindi
Address	Nirmala Nivas H.No 12-1-499, Bidar 585401-Karnataka , India
Passport Details	L3534045 (Exp. Dt.: 29.08.2023)
Car License	Both KSA & India.
Marital Status	Married & having one child.

- Successfully negotiated based on Market trends, requirements by Annual Rate Contract and Formulating long term /short term strategy.
- Cataloguing the prices and items in the Systems.
- Logistics Control related to finished goods and raw Material transportation, setting up contracts with transporters, tracking of all shipments etc.
- Import Purchasing i.e. (Incoterms -FOB, FAS, CIF, CPT, CIP) and Co-ordination with Import clearance dept & freight forwarders for Custom clearance of material.

- SAP / Oracle / Chrome OS and Google Apps
- Communication & Presentation Skill
- Loyalty, Ownership & Commitment
- Whirlpool Procure to pay overview
- MS Office, Excel, Word, Power Point