

Member of the MLC's Board of Directors

Mr. KIRANJEET R. SINGH



BIOGRAPHY AND ACCOMPLISHMENTS

Mr. Kiranjeet R. Singh

- CEO – Strategic Management Solutions;
- Ex. Associate Vice Presidents - ALSTOM JV;
- Director – Herbs N Spices Agro food Pvt Ltd.

Education:

- Bachelor of Chemical Plant Engineer - (Dec 1994) from Mumbai University;
- Diploma in Marketing Management - (Dec 1996) from Prin. L. N. Welingkar Inst., of Management.

Certification & Membership:

- Chartered Engineer (India) - AM092549-5 (16-09-2004) - From The Institution of Engineers (India);
- Approved Valuer (Plant & Machinery) - F:12601 (13-03-2004) From The Institution Of Valuers India.

International Training:

- “Excellence in contracting” - Gardner, Smook & Stewart, (Finland).
- “Legal aspects of Purchasing”- Legal management team Wartsila (Finland);
- "The contracts ABC of Every Purchasing Professional"- Lexpert Ltd. (Germany);
- Advance Training & Proficiency in SAP - MM Module's, MS Office; ISO9001-2000 & LEAD AUDITOR. – (Finland).

AWARDS:

- **International Award** - Malaysia, 15th Dec 2020 received Prestigious International” THE GOLDEN GLOBE TIGERS AWARDS for "Excellence & Leadership in Supply Chain /Logistics Sector.”;
- **National Award** - In May 2018 received "Indian leadership award for Industrial development”.

PROFILE SUMMARY.

CUSTOMER FOCUS, BUSINESS ORIENTED, RESULT DRIVEN SUPPLY CHAIN MANAGEMENT & PROCUREMENT LEADER. BIDDING, WINNING & EXECUTION OF MULTI BILLION USD GREEN FIELD PROJECTS.

LEADING & DELIVERING IN MULTI-CULTURAL CROSS FUNCTIONAL GLOBAL ENVIRONMENT, WHILE HOLDING THE KEY LEADERSHIP POSITION IN WORLD LEADING FORTUNE 500 FIRM

- **Leadership:** While working as an **Associate Vice - President** (Procurement, Sourcing & SCM) with **ALSTOM** joint ventures, played major role for bidding, winning & execution of (5X660MW) Projects. Total project cost INR **2500 crores**;
- **Green Field Project Management:** Successfully executed **2600 Crore+** Green Field Steam Turbine Generator manufacturing Project in close association with **ALSTOM (Switzerland, France, Germany, South Africa, Poland & USA)**;
- **Bidding Stage Support to Marketing Team:** Deep study of commodity profile, cost growth, get the best cost estimation during bidding stage of EPC-LSTK, support marketing team to win the bids;
- **Vendor Development:** Developed processes, procedures & policy for selection and assessment of vendors and improving their overall performance-based score card (Quality, Cost, Capacity, contingency plans). **Visited & Audited world leading Suppliers from 15+ Countries** like Finland, Sweden, Spain, Denmark, Germany, Switzerland, Italy, Brazil, Dubai, Iran, Qatar, Oman, Nepal;
- **Strategic Sourcing & Global Sourcing:** Achieved cost reduction **up to 22%**, strategic sourcing from **25+ countries**; while developing & reviewing Spend Analysis, Category Management, Demand & Supply forecasting;
- **Projects Purchase, Domestic & International - Procure to Pay (P2P)-** Saved up to INR **50 crores** (\$10m), Negotiated contracts up to **INR 400+ crores** (\$88 m) independently and **jointly up to INR 1000 crores** (\$220m). Managed +175 supplier base from various part of the world, over 250 types of items (KAPL);

- **Procurement & Tendering:** Developed tailor-made contracts & agreements for both materials and services. Developed RFQ, Invitation of bids, evaluation of tenders on Total cost of ownership basis (Operation cost & Lifecycle cost etc.);
- **Contract Management:** Post-award contract management and administration from in the areas of insurance, performance guarantee, and change order management, progress measurements and correspondence management;
- **Logistics & Supply Chain Management:** Achieved cost reduction up to **INR.3.5** crores (\$0.7m) & Improved efficiency substantially through Development of long terms partnership with world leading 3 PL Services providers & CHAs;
- **Risk Mitigation:** Through strong relationship with internal & external customer, Insurance agency, and close watch on key Global & Local market indicators like energy, overhead and other cost components;
- **Procurement of the Items:** Capex, Opex, Direct Purchasing/indirect purchasing, High Value Capital Equipment's, MRO items & Steel etc.;
- **Process Improvement & Digital Transformation:** Developed & Established SOPs, SAP, KPI's & MIS, Score card, quantitative metrics & 5S;
- **Cost Reduction:** Generated YoY Cost reduction of 4% to 5 % through effective utilization of tools & model like, zero based costing, TCO, volume bundling;
- **Team Building/Mentoring/Staff Development:** Build up the Organization from 05 key management team to 50+ cost efficient Professional team. Trained +1100 Team members. Hosted an event participated by +1000 Team member.

Part OF Treasury Elite Group India: World class Business Leader & finance professionals, whose main objective is networking, knowledge sharing, mentoring, and information pertaining to every aspect of Financial Management and Entrepreneurship. "Treasury Elite Group " having member from Top Global renowned Finance person Like Mr. Ridham Desai (Managing Director - Morgan Stanley).

I was Hon. Director of Indian Spices & Foodstuff Export Association for the year 2013/14. This association is representing +150 leading Exporters with annual turnover of + Rs. 8000 crores (USD 1.2 Billion).

Indo Russia Business association:

- Attended various Indo Russian Business events. Received Invitation from Mr. Anton Loginov- Dy Minister, requested me to deliver the presentation to Russian company who want to start business with Indian company. Visited Russia & meet no's of Russian Technology company. Signed agreement with them & help them to connect with Prospective Indian Clients;
- RANEP & IPACS: 18th March 2023, Signed Agreement with Russia Most Prestigious Institute "The Russian Presidential Academy of National Economy & Public Administration. Key Role to implementation of joint projects within the framework of BRICS countries & Co-operation in the field of Education & Research Projects.

Liaisoning:

- Close interaction with various Industry Minister, Bureaucrats & top level decision making Professional from Power, Oil, Heavy Equipment Mfg, Agro & Spices Industries. We are working closely with all the leading Indian Business association like CII, FICC, IACC, ICC, USIIC & BCCI who are the voice of India's business and industry;
- We have strategic alliance with world leading Consultants & Technology partners (Artificial intelligent, E-Sourcing & Process Improvement) who have created remarkable tangible growth (8% to 28%) while handling cost optimization projects in the domain of Process Improvement, Procurement, Supply Chain Management, E- Purchase, Logistics & Training

Global Network with – CEO, CXO, CPO, CFO.

Industries Served – Power, Oil, Minerals, Technology, FMCG, Spices.

Trained - + 1200 Team members; Trained & motivated them for Soft & Hard skills.

Our Ky Unique selling points: Considering our vast experience across the spectrum of the Indian Industry; Deep knowledge about Business Dynamics & Business process; Understanding of Global Business; High level of connection with decision making Professional; Techno - commercial experienced team, Capable to bridge the gap between your Organization and Potential investor by Market analysis, Simple & Clear communication, developed & implementation of value added cost effective Strategic marketing plan effectively & efficiently.

The logo for MLC is displayed in a large, light gray font. The letters 'M', 'L', and 'C' are bold and italicized, with a slight shadow effect. The 'M' and 'L' are connected at the top, and the 'C' is positioned to the right. The logo is centered within a large, light gray circular shape that is partially visible, suggesting a larger graphic element.