

Manoj Ramiseti

#C/o R.MANGAIAH, D-NO 13-77, OPP.S.R.R.Z.P BOYS HIGH SCHOOL,
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PRECIS:

To obtain a position that will enable me to use my strong organizational skills, educational background, and ability to work well with people to achieve challenging goals of my organization along with continuously gaining business acumen.

PROFESSIONAL SUMMARY:

- Goal Oriented. Self-motivated. Practical
- Able to multitask on diverse assignments.
- Good team player, excel within group environment.
- Willing to take up new and exciting challenges.
- Possess knowledge of Supply Chain Management, Logistics, Procurement, SAP (MM,SRM)

Associated with Dr. Reddy's Laboratories Limited, Hyderabad (May'12—Present)

Role Band V4 –SCM (Strategic Sourcing)

Roles & Responsibilities:

- RM sourcing & Procurement of Raw materials for API new Product Development.
- Converting Purchase Requisitions to Purchase order
- Complete idea on P2P Life cycle.
- Making sourcing strategy to comply with regulatory strategy and executing accordingly.
- Monitoring outsource project development and helping co-developer to find out better sources of raw material with all regulatory due diligence.
- Coordinating with project management to meet product deliverables.
- Identifying sources globally for different projects.
- Monitoring availability of raw material of out-source stages for products at SBPs, loan license/Contract manufacturing.
- Ensuring vendors meeting GMP requirements.
- Signing CDA's, NDA's & sourcing agreements with Suppliers for collaborations.
- Coordinating with legal team for finalizing the legal terms for CDA's and NDA's.
- Monitoring & delivering requirements of RM for all stage of development from samples analysis to trial & Validation batches execution for DMF Filing.

- Providing all regulatory documents like CMC, Ensuring vendor audit, interacting with vendor to improve the regulatory aspect for smooth DMF filings for different products
- Identifying reliable & reconcilable sources for Intermediates and KSM's.
- Procuring Amino acids for peptide drugs, Fermentation & plant extracts.
- Identifying Alternate vendors for cost excellence and mitigate risk of single source.
- Supporting for product Transfers from R&D to various Plants along with RM&PM Vendor qualifications & material delivery as per project timelines.
- Completion of Vendor qualification & vendor Audits as per CQA SOP.
- Creating comparative statements and taking necessary approvals to process the Purchase orders.
- Creating eRFQ, RFPs & RMC e-Biddings and conducting auctions through SAP HANA.
- Return of rejected materials within 30 days, Investigation reports & CAPA's to be arranged within required timeline.

- Processing of Purchasing order END –END responsibility.
 - Validation of Indents
 - Quotations, Negotiations and comparison
 - Deliveries
 - Monitoring of Invoice Booking & Payments
 - Handling of deviations

- Procurement of Lab Columns, Chemicals, Consumables
- Creating Schedule agreements by fixing ROL (Re order levels) by using MRP Runs for frequently procured items as per user requirements to get volume discounts.
- Releasing bulk orders for import vendors to maintain stock at warehouse to reduce the lead time and to meet the project deadlines and reduce the bottle necks.
- Impact Analysis of the spent values for year on year.
- Finalization of ARC's.
- Uploading of CBP's.
- Preparation of BRO Requests.
- Following up with the CHA Agents for the clearance of import shipments.
- Applying and Preparation of Consumption report for EPCG Licenses.
- Preparation of Trend analysis reports for MRM's, HRM's & ARM

- Plant Visits for getting the bulk stock requirements & maintaining Scheduled agreements
- Handled Procurement worth 25 Crores on annual basis
- Responsible for system improvements like Bulk Storage at Central Warehouse which resulted in Cost Saving as well as the reduction in Lead times.
- Hands on Experience on Ariba E-Tool.
- Silver Certified under PACE: (Program to Achieve Cost and Capabilities Excellence) and Trained in Procurement tools like-
 - Price Arbitrage
 - Vendor Consolidation
 - Volume Consolidation
 - LCC Sourcing
- Involved cost saving program designed by Meckensy
- Improving profitability and productivity of organization.
- Ensure institutionalization of cost excellence culture and robust monitoring through strong Facilitation and tracking system.
- Create visibility on ideas and savings with management dashboards to enable informed and quick decisions.
- Achieving cost excellence through different levers, Volume discount, Price arbitrage, clean sheet costing, AVD (Alternate Vendor Development), TOC.
- Spend Analysis of different SKU's and identifying best possible ideas from the analysis to obtain maximum savings from the given ideas.
- Hands on experience to operate with MS-Excel.

2. Associated with Glochem Industries Limited Hyderabad (Jan'11—April '12)

Marketing Officer- Export Marketing

1. Associated with Vindhya Pharma (I) Pvt Ltd Hyderabad (Sep'09—Dec' 10)

Executive – Sourcing & Procurement

EDUCATIONAL QUALIFICATIONS:

- **Advanced Diploma in Supply Chain Management (ADSCM)**
- **Institution** – India School of Business Management & Administration
- **Year** – 2017
- **Specialization:** Supply Chain Management

- **Post Graduation** – Masters in Business Administration
- **Institution** - Koneru Lakshmaiah College of Engineering, Vaddeswaram, AP
- **Year** – 2009
- **Specialization:** Marketing and Human resource management

- **Graduation:** Bachelors in Science
- **Institution:** D.A.R college, Nuzvid, AP
- **Year:** 2006

- **Certificate:** Intermediate in M.P.C.
- **Institution:** Viswa geetangali junior college, Nuzvid, AP
- **Year:** 2003

- **Certificate** : Secondary school
- **Institution** : St mary's public school, Nuzvid, A.P
- **Year** : 2001

POSITIONS HELD WHILE ATTENDING COLLEGE:

- Completed the project work in HPCL on Smart1 Card
- Conducted management meets in my college, Koneru Lakshmaiah CoE including organizing seminars, debates and discussions on various current affairs topics.
- Participated in business quiz and market makers in many other colleges like JBMS, Mumbai, and IIT Kanpur.
- Volunteer in Fly-Wheel Management meet.
- Active volunteer in the student get – together conducted in the college.
- Student organizer in conducting a guest lecture by AG Krishna Murthy, Ex-Chairman, Mudra Ad agency.
- Volunteered in blood donation campaigns conducted by various social service organizations.

HONORS AND ACTIVITIES:

- Holder of NCC 'B' Certificate.
- Represented Acharya Nagarjuna University in Inter-university Basket Ball Championship held at Kerala University.
- Participated in various sports held at Degree level and secured First and Second in Running at different levels
- Represented KLCE in Net Ball Championship held at SRR College, Vijayawada.
- Represented DAR College in Basket Ball Championship held at RVR & JC, Loyola & Hindu Colleges.

PERSONAL INFORMATION:

Date of birth : 1st August, 1986

Sex : Male.

Marital status : Married.

Nationality : Indian.

Strengths : Fast learner and a team player.

Languages : Proficiency in reading writing and speaking English and Telugu.