

PERSONAL PROFILE

Name - **Pavan Sharma**, BE, MBA, PMP, MCIPS
Chartered Procurement Professional
Adjunct Professor, National University of Singapore
& Rutgers Business School, USA
Direct Associate, Chartered Institute of Procurement & Supply
(CIPS) UK
Associate Faculty, Singapore University of Social Sciences
(Undergraduate programme)

Nationality - Singaporean

CAREER SUMMARY:

A combination of project management, engineering and business development skills in identifying new business opportunities and implementing cost saving initiatives. Hands-on executive officer known for strategic and focused approach in establishing strategies for optimizing internal operations, financial returns, external customer service, and output.

KEY STRENGTHS:

Supply Chain Management	Process Transformation	Procurement & Supply
Logistics	Project Management	Supplier management

ACADEMIC QUALIFICATIONS

1. Master of Business Administration - Rutgers Business School, USA
2. Bachelor of Engineering (Industrial Engineering) - Thapar University, India
3. Level 6 Professional Diploma in Procurement and Supply - Chartered Institute of Procurement and Supply, UK
4. Post Graduate Diploma in Industrial Engineering - NPC, India

PROFESSIONAL QUALIFICATIONS

1. Professional Project Manager (PMP) - Project Management Institute, USA.
2. Accredited Coach – The Chartered Institute of Logistics and Transport, UK.
3. TAE 40110 – Certificate IV in Training and Assessment under Australian Qualifications Framework
4. Industry Trainer Certificate – Institute of Technical Education, Singapore

PROFESSIONAL MEMBERSHIPS

1. Member – Beta Gamma Sigma, USA - International Honor Society for best students in business programs. Recognition for outstanding scholastic record.
2. Chartered Procurement Professional – Chartered Institute of Purchasing and Supply, UK
3. Chartered Member – Chartered Institute of Logistics and Transport
4. Member – Project Management Institute, USA.

CAREER PROFILE - Details

Sep 2002 - Present Director, Advance Supply Training Centre Pte Ltd, Singapore

Leading a team of consultants/managers to support business activities in ASEAN, India, and Bangladesh. Established processes and created strategies aligned with business objectives for the top and the bottom-line growth of the company. Set up the Approved Centre status to conduct the Chartered Institute of Procurement and Supply, UK and Chartered Institute of Logistics and Transport, UK courses.

Key Projects

Design and Development of Procurement Competency Training Framework (PCTF) Ministry of Finance, Singapore.

A 5-year contract with Ministry of Finance, Singapore to train the Government Procurement Officers under the MOF Procurement Competency Framework Training (MOF PCTF). The contract included developing the competency framework, designing the course content and material for training, creating lesson plans and conducting the training. Created post course quiz based on MCQ's to test the competency of the participants. The objective was to build the capabilities of the procurement officers to deal with the on going requirements to improve productivity and reduce the total costs of procurement.

Associate, Singapore University of Social Sciences (SUSS)

Responsible for conducting classes for the LOG303: Sourcing and Supply Management module of BSc in Supply Chain Management programme. Also responsible for marking Group Based Assignment s and End of the Module Exams. Also responsible for supervision of project for LOG 488: Logistics and Supply Chain Applied Project Module.

Procurement Gap Analysis , Tata Telecommunications Ltd

External review of the procurement related processes, policies, skills and procedures in order to minimize gaps, reflect best practices and improve risk management. The report benchmarked company existing procurement process against the CIPS Procurement Standard Framework.

Knowledge Based Procurement (KBP) Training Framework Defence Science Technology Agency, Singapore.

Designed and developed the Knowledge Based Procurement Training Framework for Defence Science Technology Agency (DSTA), Singapore to enhance the competencies of Procurement Executives in the area of strategic sourcing, category management, negotiation and supply management. The KBP competencies are part of the induction programme since 2005 for procurement executives (PE) who join DSTA.

Tetra Pak Singapore Pte Ltd

Designed and conducted workshop on for negotiation, stakeholder engagement, category management procurement and business development personnel in Singapore and the region. A group of 20 personnel attended the 5-day workshop.

Established a Centre of Excellence in Supply Chain

Established a Centre of Excellence in Supply Chain in Singapore with an objective to provide supply chain training and consultancy spanning procurement, process improvement, productivity improvement, information technology, warehousing and distribution. It is the Approved Centre of Chartered Institute of Procurement and Supply and Chartered Institute of Logistics and Transport qualifications. Advance SCS is registered with CPE as a Private Education Institute under the Enhanced Regulatory Framework and provides training leading to qualifications of CIPS, UK and CILT, UK

Jun 1996 – Aug 2002 Senior Manager, SembCorp Logistics Ltd (previously known as. ST Logistics Pte Ltd) Singapore

SembCorp Logistics Ltd a SGX listed company specializes in purchasing, logistics and transportation services. It provides procurement services to Defence, public sector and government through its network of partners, suppliers manufacturers and distributors.

Primarily responsible for business development, procurement and third-party logistics outsourcing projects to customers leveraging on SembCorp's Asia Pacific network.

Key Achievements

- Member of the SembCorp – Kuehne Nagel team that implemented an end-to-end supply chain solution for a group of hotels in Las Vegas, USA. The solution included consolidation of procurement and logistics activities of the hotel. Implemented electronic catalogue and introduced reverse auction for commonly bought goods and achieved a saving of 20% in procurement costs.
- Managed the Category - General Supplies for MINDEF that included procurement, warehousing and distribution of supplies to various SAF camps in Singapore.
- Member of the team that implemented Category Management for Office Supplies and Facilities Management for the Singapore Technology (ST) Group of Companies.
- Successfully implemented third party warehousing, distribution and inventory planning/management for major customers in healthcare, medical equipment and FMCG.
- Involved in bidding for contracts, negotiation of rates, contract management and contract administration. Major companies in the healthcare, FMCG, Automotive signed long term contract to use SembCorp's 3PL Services. Clients include P&G, Abbott laboratories, Becton and Dickenson, GE Healthcare, Carrefour among others. Annual revenue of over \$25 million from these projects.
- Developed an Internet based system called "Freight Manager", which was used for various freight management activities like rate enquiry, booking, RFQ, trace and track of cargo etc.
- Developed a preservation and packaging solution for automotive spares based on VPCI Technology. This extended the storage life of automotive spares by 100% resulting in annual savings of \$150,000

Mar 1990 to May 1996

National Productivity Council, India

NPC is mission oriented apex organization to promote the cause of productivity in all sectors of the Indian economy, established as autonomous, multipartite, non-profit organization by the Ministry of Industry, Govt. of India in 1958. NPC is a constituent of the Tokyo-based Asian Productivity Organisation (APO), an Inter Governmental Body, of which the Government of India is a founder member.

NPC is engaged in providing training and consultancy in the field of ISO 9000 quality management system and industrial engineering

As a Senior Consultant, the responsibilities included providing consultancy in productivity and quality improvement.

Key Achievements

- Carried out consultancy and training in various areas that included project management, manpower planning, process transformation and industrial engineering.
- Implemented ISO 9001 Quality Management System in a number of companies including paper manufacturing, rayon, cement, electronics, chemicals and mining.

Jul 1988 – Feb 1990

Hindustan Motors Ltd – India, Industrial Engineer

Hindustan Motors Ltd, a company listed on the NSE is a leading manufacturer of automobiles including passenger cars, light and heavy commercial vehicles.

Appointed as Industrial Engineer, the responsibilities covered cycle time analysis, process improvements, layout planning process improvement and inventory analysis.

Key Achievements

- Identified cycle times for various operations in the Assembly division of passenger cars.
- Reduced Work-in-progress inventory by 20% through process simplification.
- Improved layout of the maintenance workshop to reduce time and distance travelled by both operators and material