



EXECUTIVE PROFILE

A management professional with 27+ years of experience in sales, procurement and supply chain management, demand planning, commercial management, ascertaining industry and consumer trends and devising long-term development strategies for product categories.

Entrusted with developing exit strategies for unsuccessful products, determining pricing and product positioning to maximize visibility, managing inventory and ensuring revenue. Skilled in identifying and developing new vendors and achieving cost saving purchases. Proficient in mapping business needs, translating them into sourcing strategy and developing / improving purchasing programs to meet corporate objectives.

NILESH MEHTA

Product Management | Procurement & Strategic Sourcing | Cost & Value Management | Sales

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PERSONAL INFORMATION

Date of Birth: 22nd May 1975
Languages: English, Arabic, Hindi and Gujarati
U.A.E. Driving License LMV

KEY SKILLS

Business Development
Commercial Management
Trading Management
Buying Analytics
Seller Management
Customer Relation
Cost Management
Process Optimization
Relationship Management
Performance Management
Automobiles Spare Parts
Workshop Management
Fleet Management
Warehouse Management
Sage line 50
Tally Erp.

EDUCATION

Comboni School Sudan
High School

AREAS OF EXPERTISE

- Specialization in procurement of printing & packaging raw material, agricultural products like sesame, watermelon seeds, Arabic gum, automobile, bicycle and motorcycle spare parts, truck spares etc.
- Proven success in global procurement & sourcing from Saudi Arabia, India, Sweden and Egypt and in development of new low-cost vendors.
- Skilled in enhancing supplier operational performance and improving lead times through effective integration of price, quality, inventory positioning & operational considerations.
- Specialization in sales of automobiles spare parts, lubricants, motorcycles & spares, finished packaging products, fleet rent sales.
- FMCG & Commodities trading (fuel & gold) .
- Customer base for trading commodities.
- Warehouse Management and Sudan freezone procedures experience.

WORK EXPERIENCE

Sales, Procurement & Trading Manager (hybrid) April 2023 -
Master Sigma Trading L.L.C., Dubai, U.A.E.

- Banking and documents preparing.
- Office supervision and management.

Sales & Purchase Manager, Fleet Maintenance

February 2017 – Nov 2022

Al Rabee for Carton Printing & Packaging, Sudan

Achievements:

- Played a key role in establishing long-term partnerships with local & global suppliers, spearheaded negotiations and obtained favorable technocommercial terms with vendors.
- Reduced purchasing cost by 15% over a period of 7 months.
- Currently managing annual spend of 5.2 MN \$ per annum.
- Streamlined the system and internal procedures to ensure effective inventory control and ensure ready availability of materials to meet the requirements.
- Skillfully developed alternative vendors for the costly imported consumables & tools, even during difficult market circumstances, while maintaining quality as per the standards.
- Undertook value engineering initiatives to reduce manufacturing cost and thereby reducing total cost of acquisition.
- Periodically assessed vendor qualities based on receipt compliances, quality issues, timely delivery, frequency of disputes and after-sales service quality. Implemented a robust quality management framework.

Key Responsibilities:

- Handling a dual mandate of sales and procurement functions, ensuring all business targets are well met, identifying and developing a reliable vendor pool to ensure stock is available at all times.
- Ensuring seamless coordination of the purchase schedules vs the procurement plan for timely procurement of various items, raw materials, capital equipment & engineering spares to ensure smooth operations.
- Fleet (Mitsubishi Canter, MAN-IVECO-DAF Truck, Hyundai Mini Trucks, Toyota Hilux) Maintenance Scheduling and spare Parts Procurement from local and international market,

- Managing the entire procurement lifecycle, receiving goods from vendors as per purchase order and specifications, updating the stock as per GRN's and material issue notes and ensuring there are no discrepancies.
- Preparing & issuing purchase orders (PO) in accordance with the selected vendors, price & technical specifications in SAP.
- Managing overall procurement and sales of the raw materials, tools, consumables, machine spares, equipment and other project requirement from domestic & overseas sources.
- Managing Dubai Office online and offline, Documentation, Export Documentation, Banks Transfer and Reconciliation.

Supervisor , Business Development Manager

May 2008 - February 2017

Metro Trade & Commercial Services Enterprises, Omdurman-Sudan

Achievements:

- Saved 4% capital purchase through negotiation.
- Brought a 10% cost reduction in bought-out parts and high value maintenance spares through second sourcing.
- Developed and implemented sourcing strategy for spares parts procurement to support the spare sale growth of 50% for 6 years in Motorcycle Sales, Auto Rickshaw Spare Parts and Automobiles Spare Parts.

Key Responsibilities:

- Drove appropriate commercial relationships with suppliers, with a principal objective of achieving the lowest total cost of ownership that meets the business' goals supported by a culture of continuous improvement with cost & performance benchmarks in use.
- Led sourcing engagements and competitive bidding (RFI, RFQ, and RFP).
- Observed market pricing and sales trend for key items to be procured and actioning the sales plan for key products.
- Spearheaded negotiations to deliver against business objectives and achieve sustainable relationships with strategic suppliers.
- Influenced the suppliers' processes, technology decisions, and policies in ways that are mutually beneficial and sustainable
- Agro commodities trading, Purchase, Documentation for Export.
- Used cars sales and purchase. Automobile garage account, spares handling.
- Negotiated and implemented supplier agreements/contracts by working with cross-functional stakeholders and suppliers to reach agreement.

PRIOR WORK EXPERIENCE

▪ Accountant, Batu Traders, Sudan (Part-time)	Automobiles	January 2009 - December 2015
▪ Owner, Nilesh & Co. Omdurman, Sudan	Automobiles	October 2006 - May 2008
▪ In-charge of Branch Autosan Company Ltd., Sudan	Automobiles	March 2003 - August 2006
▪ Warehouse & Sales Manager, Red Sea Traders, India	Automobiles & Lubricants	September 1994 - February 2003
▪ Treasurer, Air Booking Centre Khartoum, Sudan		July 1991 - March 1994

REFERENCES CAN BE PROVIDED UPON REQUEST