SUNIL KUMAR SUDHAKARAN

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PROFESSIONAL SUMMARY

Results-driven and methodical Procurement Director / Senior Procurement Manager with over 20 years of strategic leadership experience across major construction, infrastructure & IFM projects. Expert in driving cost optimization, enhancing supplier performance and leading high-value procurement operations. Adept at identifying cost-saving opportunities, managing complex vendor networks, implementing robust risk-mitigation strategies and negotiating long-term high-value contracts. Recognized for delivering measurable value, improving operational efficiency and strengthening supply chain resilience. Committed to excellence, continuous improvement and partnering with forward-thinking organizations to achieve sustainable procurement outcomes and long-term business growth.

KEY SKILLS

- Strategic Procurement Planning
- Leadership & Team Development
- Vendor & Supplier Management
- Cost Optimization & Budget Control
- Supply Chain Management
- Negotiation & Influencing Skills
- Market Analysis & Sourcing Strategy
- Procurement Governance
- Policy Development & Implementation
- Risk Mitigation & Compliance
- Contracts Management
- Dispute Resolution
- Problem Solving & Decision-Making
- Stakeholder Relationship Management
- Regulatory & Contractual Compliance
- Cross-Functional Collaboration
- Quality Assurance & Audit Coordination
- Performance Monitoring & KPIs

PROFESSIONAL EXPERIENCE

Construction, Real Estate Development & Facility Management Companies in India, Europe & Middle East.
Management Consultant – Procurement ***June 2024 - Present***

1. **Advising leadership teams** on end-to-end Procurement and Contract Management to drive strategic, sustainable business outcomes.
2. **Developing and executing procurement strategies** aligned with organizational goals to strengthen governance, efficiency and cost control.
3. **Optimizing sourcing processes** and implementing best-practice procurement frameworks tailored to each client's operational and project needs.

4. **Leading contract negotiations** to secure favorable commercial terms while safeguarding company interests.
5. **Ensuring robust regulatory and contractual compliance**, embedding controls that align with industry standards and legal requirements.
6. **Mitigating procurement and contractual risks** by instituting proactive risk-management measures and strengthening supplier oversight.
7. **Enhancing vendor performance, transparency and accountability** through structured evaluation and governance systems.
8. **Delivering cost-efficiency improvements** and measurable value by reducing wastage, improving spend visibility and optimizing supplier selection.
9. Supporting clients in achieving **operational excellence**, streamlined workflows and improved project delivery outcomes.

Medgulf Construction Company WLL, Doha, Qatar
Procurement Manager ***May 2019 – April 2024***

1. **Managed the end-to-end procurement lifecycle** for multibillion-riyal construction, infrastructure & IFM projects, ensuring timely material and equipment delivery. Consistently achieved significant reductions in project timelines, enabling on time and often early project completion ahead of scheduled deadlines.
2. **Negotiated long-term strategic contracts** with key subcontractors and suppliers, strengthening supply chain continuity and enhancing overall value delivery for critical materials. Successfully renegotiated ongoing contracts to optimize commercial terms, improve supplier performance and achieve measurable operational efficiencies.
3. **Implemented a comprehensive supplier scorecard system** to enhance performance visibility and accountability, driving measurable improvements in on time delivery, product reliability and overall value contribution across the supply chain.
4. **Led, guided and developed a team** of Procurement Engineers, Contract Specialists and Procurement Officers, overseeing performance reviews, capability building and continuous professional growth.
5. **Formulated and executed comprehensive risk mitigation frameworks** to safeguard procurement operations and project continuity.
6. **Established and enforced robust procedures** for Material Requisition, Inventory Control, RFQ lifecycle, Bid Evaluation, Contract Administration, Negotiations & Awards, Compliance Management, Scope Variations, Project Scheduling Support and dispute resolution.
7. **Maintained consistent engagement with the Clients** to address procurement-related matters, providing expediting strategies to ensure adherence to project timelines.

Hxsteel International Engineering WLL., Doha, Qatar
Procurement Manager ***July 2015 – March 2019***

1. **Oversaw end-to-end Procurement, Supplier Management and Inventory Control** functions to support seamless operational continuity.

2. **Steered the formulation and execution of strategic sourcing plans**, ensuring full alignment with project needs, timelines and organizational objectives.
3. **Addressed and resolved operational challenges** between procurement teams and suppliers, ensuring **uninterrupted material flow** and fostering mutually beneficial relationships.
4. **Managed commercial engagements with 500+ domestic and international suppliers & subcontractors**, overseeing cumulative procurement expenditures exceeding **QAR 600 million**.
5. **Promoted and enforced industry-leading procurement practices**, strengthening supplier partnerships and supporting sustainable, long-term collaboration.
6. **Conducted detailed analysis of spend patterns, payment cycles and performance KPIs**, driving data-backed decisions to **mitigate risks** and optimize resource deployment.
7. **Facilitated cost-optimization reviews** and led focused discussions to streamline daily procurement activities across multiple projects and business units.
8. **Enhanced procurement efficiency** by deploying **digital and e-procurement solutions**, significantly reducing processing lead time and increasing accuracy in purchase order administration.

Talih Contracting Company LLC., Dubai, UAE
Procurement Manager **April 2008 – May 2015**

1. Ensured all project procurement needs were **accurately defined, clearly documented and executed** in full alignment with contractual obligations and established procurement policies.
2. **Oversaw the administration of contracts**, including variation requests, change orders and addenda, ensuring full compliance and timely approvals.
3. **Partnered with cross-functional teams to develop strategic initiatives** that reduced risks, enhanced delivery performance and drove measurable cost efficiencies.
4. **Negotiated and finalized long-term strategic contracts** with critical suppliers, securing major cost advantages and guaranteeing consistent material availability and on-time deliveries.
5. **Provided leadership and guidance to a team** of Procurement & Contract Department conducting structured KPI evaluations and fostering continuous learning and skill enhancement.
6. **Spearheaded and facilitated** regular discussions with the Project Management Team and key stakeholders to **identify process improvements** and strengthen the overall procurement ecosystem.

Cosmoplast Industrial Co. WLL., Sharjah, UAE
Senior Procurement Officer ***March 2004 – March 2008***

1. **Managed international procurement operations**, monitoring raw material pricing trends and supply–demand fluctuations across group companies (Cosmoplast & Interplast).

2. **Collaborated closely with global suppliers** to track emerging technologies and material innovations, ensuring timely updates to Plant Technical Teams on revised specifications.
3. **Fostered strong cross-functional coordination**, enabling smooth communication between Warehousing, Production, Finance and Shipping for streamlined purchasing activities.
4. **Prepared and issued Purchase Orders**, developed annual procurement budgets and generated comprehensive MIS and analytical reports.
5. **Performed systematic vendor performance evaluations**, assessing capabilities in PO execution, material availability, quality consistency, lead times, logistics efficiency and commercial terms.
6. **Achieved significant reduction in supplier rejection rates** by jointly resolving quality concerns with Technical and Quality Assurance departments.

EDUCATION

1. **Master of Business Administration (MBA)** from MIBM, Noida, India.
2. **Bachelor Degree (BA)** from Devi Ahilya University, Indore, India.
3. **Certificate Diploma in Export Management** from NEP., Bareilly, India.
4. **Professional Certificate in Facility Management** from EMTC, Doha, Qatar**.**
5. **Certified in Project Management Assessment** from LearnTube.ai.
6. **Certified – Mastering Procurement; Essential Skills and Competencies** from SCMDOJO Academy.

IT / ERP KNOWLEDGE

Oracle, SAP, BAAN, MS Office

LANGUAGES

English	- Full Professional Proficiency
Hindi	- Native & Professional Proficiency
Malayalam	- Native & Professional Proficiency
Arabic	- Elementary Proficiency

PERSONAL DETAILS

Date of Birth : 14/06/1971
Nationality : Indian
Driving License: Valid Qatar D/L