

CONTACT ME AT



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Thane-401101

CORE COMPETENCIES

- Commercial Operations
- Price Analysis
- Proposal Comparison
- Order Creation
- Vendor Management
- Purchase Requisition
- Materials/ Service Code
- Sourcing
- Vendor Meetings
- User Requirement Gathering
- Contract Management/ Review
- Process Improvement

EDUCATION

- **MBA in MFM** from N.L. Dalmia Institute of Management Studies & Research, Mumbai University in 2016
- **Bachelors in Commerce** from Mumbai University in 2009
- **12th** from Maharashtra Board, Mumbai in 2006
- **10th** from Maharashtra Board, Mumbai in 2004

TECHNICAL SKILLS

- MS Office
- Computer & Internet knowledge

CERTIFICATION

- **2022:** Completed course in Supply Chain Operations from Coursera

VISHAL V BHAVSAR

COMMERCIAL CONTROLLER/ PRICE ANALYST/ PROCURE TO PAY

A result-oriented professional targeting challenging assignments as **Commercial Controller & Procure-to-Pay**

PROFILE SUMMARY

- **A result-oriented professional with over 11 years of experience** in Commercial Controller and Procure-to-Pay
- **Skilled in contract administration activities** involving commercial control studies and cost benefit analysis
- Proficiency in coordinating with Accounts, Operations and other departments in the Organization to ensure maximum efficiency in terms of Processing and Execution of Customer Orders
- **Exposure in undertaking commercial operations** encompassing processing of contract & purchase order, negotiation with customers, bills checking & outstanding, posting, conducting foreign product price analysis and so on
- Hands-on experience in **managing the tendering process entailing floating, analysis, negotiation, conclusion & closure of contract**
- Extensive knowledge and experience in business development, product management, sales management, marketing and project management
- **Proven capability in managing teams as well as working with the teams to meet the needs of market, sustained a positive & committed organization culture** and ensured appropriate professional & personal development of staff team members
- **Expertise in meeting with suitable vendors to assess their products**, inquire about their services, negotiate pricing, and communicate any product or service-related concerns as well as **developing sustaining long-standing relationships with company-approved vendors**
- **Possess excellent analytical, problem-solving and organizational skills** with capability to work independently and handle multiple projects

NOTABLE ACCOMPLISHMENTS ACROSS THE CAREER

- Managed the data migration from legacy system to STAR Project Servers independently & achieved 100% accuracy in given timeline at Reliance Industries Ltd.
- Played a key role in developing a structured approach in commercial process validation for effective control & managed large procurement volume at Reliance Industries Ltd.
- Led a team of 50 members for day-to-day accounting work at production house at Sagar Picture
- Recognized with "Appreciation Certificate" from Manager for excellent performance at Sagar Picture

TRAININGS ATTENDED

- Attended:
 - RIL Values & Behaviors, RIL Safety Training
 - On-The-Job trainings related to Finance, Accounting & SAP Systems

WORK EXPERIENCE

Mar'23-Present: LTIMindtree Ltd., Mumbai

Growth Path

March'23-Present: Specialist Procurement in Cloud and Infra

Key Result Areas

- Managing full-cycle Procure-To-Pay responsibilities
- Responsible for the identifying the vendor for the Procurement of hardware and Services for the internal customers
- Responsible for the Negotiation with the vendor for the price and RMA/SOW/SLA of the Hardware and Services
- Floating enquiry for Techno Commercial to vendor's
- Coordination with the vendor for supplies for hardware on time
- Preparation of Daily, Weekly and Monthly MIS reports for management purpose
- Coordination with the Project team for the requirement of material and services
- Process improvement for internal system such Iprocure and Supplier 360 portal
- Major Vendor such as Numeric, Hewlett Packard etc

PREVIOUS WORK EXPERIENCE

Jul'11-Feb'23: Reliance Industries Ltd., Navi Mumbai

Growth Path

Jul'11-Feb'18: Executive

Mar'18-Mar'22: Assistant Manager (Commercial Controller)

Apr'22-Feb'23: Deputy Manager (Commercial Controller)

Key Result Areas

- Working as Commercial Controller & managing various functions such as commercial concurrence & due diligence of various orders of Reliance group of companies
- Executing commercial operations for Reliance group of companies orders such as Security Surveillance system, Access Control System, Audio Video Equipment, Building Management System, In building System and so on as well as managing retail orders such as POS machine, UPS, batteries, barcode printers and so on and IT orders such as Server, Workstation, Desktop, Storage, Networking Equipment and so on
- Coordinating with SAP team for solving the material management issues
- Ensuring compliance with audit for commercial operations & orders related for commercial operations are followed under compliance
- Ensuring compliance to Quality, Legal, financial and safety norms in contracts procurement
- Ensuring supply/service contracts are issued/renewed on time as well as conducting continuous training and development of people for better efficiency and individual growth
- Providing technical inputs to the customers with respect to the new product
- Playing an important role in corresponding with customers to study their requirement while sending quotation of products based on their requirements
- Keeping a track of invoice for payment receipts
- Developing project baselines while monitoring and controlling projects with respect to cost, resource deployment, time overruns and quality compliance to ensure satisfactory execution of projects
- Managing relationship with project stakeholders, keeping stakeholders informed of progress and issues in order to manage expectations on all project requirements and deliverables
- Implementing stringent systems and quality plans to ensure high quality standards during all the stages of project
- Ensuring cost effectiveness in awarding contracts for procurement of Hardware and enterprise software related purchases of various IT related products Accountable for the creation of purchase requisition, purchase order, work order and service entries
- Ensuring optimization of taxes (GST) while awarding a contract to supplier also compliances as required to issue a WO and PO in order to smooth functioning of work at sites of organization
- Identifying & resolving the issues related to purchase requisition, purchase order, service entries and payment in SAP MM Module
- Managing function such as processing the forex payment, vendor master and material management portal
- Working in process improvement in SAP as well as managing Direct & Indirect Taxes

Apr'09-Jun'11: Accountant

Sagar Picture, Mumbai

ACADEMIC ACHIEVEMENT

- Achieved 2nd Rank at college level in TYB.Com.

SOFT SKILLS

Interpersonal Skills/ Effective Communicator/ Positive Attitude/ Analytical Skills/ Quick Learner/ Team Player/ Leader

PERSONAL DETAILS

Date of Birth: 27th July 1988

Languages Known: English, Hindi & Marathi

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