

DONALD BRIAN MENDONCA



00971 50 142 8544

donaldbrian23@gmail.com

SUPPLY CHAIN and LOGISTICS PROFESSIONAL

Creates business process improvement, utilizing entrepreneurial vision, Six Sigma techniques, and exceptional relationship management fostering revenue growth, cost savings, and improved productivity

Project Management • Strategic Planner • Team Leadership • Quality Assurance

A Progressive, Six Sigma with Supply Chain Specialist certified professional and trusted advisor with rapid career progression in Supply Chain, Quality Assurance and Project delivery Management with an exceptional record of delivering cost effective, high performance solutions to meet challenging business demands within trading industry. Well versed in International / Local Import, Supply Chain, Tendering, Contractual Negotiations and logistic and Inventory Management A passionate team leader who mentors with purpose and understands that relating to team members' strength's creates new terms and produce exceptional results Driver for operational and financial efficiency who establishes core metrics that optimize team performance and maximize capital position

Skills & Competencies

- Strategic Planning & Sourcing
- Continuous Improvement
- Material Supply Solutions
- Financial Acumen
- Project Quality & Delivery Manag.
- Supply Chain Management
- MIS Reporting
- Change Management
- Cost Control
- Project Management
- TQM
- Analytical & Interpersonal Skill
- Logistic Planning
- Vendor identifications
- Resource Management

HIGHLIGHTED ACHIEVEMENTS AND SYNOPSIS

- ▶ Drive successful process improvement Process improvement using Lean methodologies, Six sigma & other Quality management tools & new controls that eliminated deficiencies leading to successful Supply chain & project Operations. Played a vital role In managing & delivering 500 medium & large scale projects on annual basis
- ▶ Negotiated favorable contracts for regular requirements resulting in just –in-time inventories and reduction in prices of regular items by 15%
- ▶ Possess a sound experience and knowledge of Procurement, Transportation & Logistics, Operations & Financial planning. Experience in development of sourcing strategies, vendor identification, development and analytical assessment, to strengthen supply chain effectiveness
- ▶ Experience in managing and participating in the development and implementation of goals, objectives, policies, and priorities for assigned areas
- ▶ Possess a clear understanding of the industry and technology trends with distinction of instituting quality control techniques to achieve project excellence at the lowest overall cost
- ▶ Through effective Vendor development, developed new sources from all parts of the world and achieved 30% reduction in prices of major high values –monopoly items
- ▶ Designed and successfully Implemented Strategic Business Plans and incorporated work plans with objectives & KPIs to support performance management
- ▶ Transformed the previously low-performing procurement team into a respected business unit recognized companywide for securing favorable contracts
- ▶ Strong process improvement background through effective cost reduction, tactical planning, cost reduction and resultant profit growth strategies. Strategic planning & efforts paved the way for consistently scoring 90% or greater on Customer Satisfaction during project initiation, monitoring, and closeout phases
- ▶ Proficiency in English, Hindi, Konkani, Kannada, Telugu & Tamil gives an edge to handle different communities

CAREER PROGRESSION

UAE Projects and Logistics Delivery In charge

Apr

2013 – Present

Ritmo Furniture Trading LLC, Dubai, UAE

Spearhead the team of 54 team members including 2 Supervisors & 4 team leaders, manage and steer multiple projects and take Strategic decisions in the area of Quality Management for Projects for its successful delivery and closure. Major clients handled are Atlantis, Beirsdorf, Commercial Bank of Dubai, Emaar, Nakheel, JAFZA, GCAA, National Bank of Fujairah, Dubai Airport Freezone companies, Al Futtaim Carillion.

- ▶ Spearhead the inventory and raw material availability to make sure that the project runs smoothly to achieve the delivery date. Manage orders, project sites, delivery & hand overs
- ▶ Oversee and supervise the follows up of the established schedules and activities. Distribute tasks to work level workforce, to coordinate different jobs, and determine individual accountability
- ▶ Escalate issues to Senior Management on Quality concerns with due analysis along with advice and recommendation for final decisions
- ▶ Conduct thorough research to discover vendors that provided top-quality products at best rates and enhance the consumer experience as well as increased profit margins
- ▶ Develop full-scale project plans and track project actuals against defined milestones and deliverables using appropriate project management tools, holding weekly review meetings to monitor & track the progress of the project as per budget and revisit the overall plan as and when necessary
- ▶ Undertake end to end management of RFIs, RFQs, RFPs, E-Sourcing & Reverse Auctions, Purchase Order Management, Inventory Control, Material Management, Procurement, Vendor Development, MIS, Ariba, SAP and Price Negotiations with suppliers
- ▶ Conduct supplier audits to ensure all suppliers met company standards, leading to enhance conformity to packaging norms and product specifications
- ▶ Involve in primary and secondary research, and all types of analysis such as SWOT, PEST, Porters five force analysis and Magic quadrant analysis. Excellent in Price forecasting and financial risk analysis
- ▶ Assist the Senior Management in designing & implementing systems, policies & procedures to facilitate internal controls. Synchronize supply chain activities, coordinating vendors & internal operation departments

Snapshots of Highlighted Projects

- ▶ DEWA Warsan costing AED 5M
- ▶ Emirates Post costing AED 3.5M
- ▶ Dubai Airport Freezone costing AED 2M
- ▶ Sofitel costing AED 1M
- ▶ Mashreq Bank costing AED 1M

Previously held positions

Master Thesis Project Trainee, *Bosch, Bangalore, India*

2011 – 2012

Project Trainee, *Bosch, Bangalore, India*

2011

HR Admin Project Trainee, *Bosch, Bangalore, India*

2010

MEMBERSHIP AND SUBSCRIPTION

Certification, Six Sigma Black Belt Holder

Pursuing

International Academy of Certification and Training

Certification, Six Sigma Green Belt Holder

2016

International Academy of Certification and Training

Certification, Supply Chain Specialist

2014

Institute for Procurement and Market Research

Certification, CAPM Fifth Edition

2014

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EDUCATION AND CREDENTIALS

Masters, Business Administration (International Business)

2012

University of Applied Sciences, Schweinfurt, Germany (FHWS)

Diploma, PGDM (Marketing)

2012

Christ University Institute of Management, Bangalore, India

Bachelors, Electronics & Communication

2009

Bangalore Institute of Technology, Bangalore, India

Diploma, Science

2005

St. Mary's Pre University College, India