Ashutosh Sharma
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Professional Summary

Results-driven supply chain professional with 20+ years of experience in the Indian Navy, specializing in procurement, inventory control, vendor management, and logistics coordination. Proven expertise in managing high-value materials, ensuring audit-compliant inventory systems, and optimizing resource utilization. Adept at working with ERP systems and leading cross-functional teams to streamline supply chain operations. Eager to bring disciplined, efficient procurement practices to an academic environment like LNMIIT, Jaipur.

Core Competencies

- Procurement & Vendor Management
- Inventory Control & Material Management
- Contract Negotiation & Compliance
- SAP MM / ERP Systems
- Purchase Order Processing
- Demand Forecasting & Supply Planning
- Logistics Coordination
- Audit Readiness & Documentation
- Cross-Functional Team Leadership
- Budgeting & Cost Optimization

Professional Experience

Indian Navy
Supply Chain & Procurement Manager
Feb 2005 – Feb 2025 | India

Key Responsibilities:

- Led procurement operations for a wide range of materials and equipment, ensuring timely availability and cost efficiency.
- Maintained and updated detailed inventory records of consumables and capital items using ERP/SAP-based systems.
- Developed procurement plans based on consumption data, demand forecasts, and budget allocations.
- Coordinated with vendors and suppliers for quotations, negotiations, purchase orders, and contract finalization.
- Ensured compliance with procurement regulations and quality standards during all stages of purchasing.
- Conducted regular inventory audits to ensure accuracy, traceability, and zero discrepancies.
- Streamlined warehousing and distribution practices to optimize material flow and reduce waste.
- Trained and supervised supply personnel in inventory and procurement protocols.

Key Achievements:

- Achieved five consecutive years of zero audit discrepancies in inventory and procurement records.
- Successfully transitioned manual inventory processes to a digital ERP-based system.
- Recognized by naval leadership for exemplary management of critical supply chain operations.
- Reduced procurement cycle time by 20% through process optimization and vendor performance tracking.

Education

Post Graduate Diploma in Business Management (Operations)
Narsee Monjee Institute of Management Studies

Bachelor of Science in Aeronautics (Avionics)
Cochin University of Science and Technology

Diploma in Electronics Engineering
Naval Institute of Aeronautical Technology

Certifications

- **Business Administration**
  Indian Institute of Management (IIM), Shillong
- **Military Management**
- **Military Leadership**

Technical Skills

- SAP MM / ERP Systems
- Microsoft Office (Excel, Word, PowerPoint)
- Inventory & Purchase Dashboards
- Procurement Lifecycle Management
- Documentation & Reporting

Awards & Commendations

- **Commendation –** ***Flag Officer Commanding-in-Chief, Western Naval Command***
- **Appreciation –** ***Flag Officer Naval Aviation***

Additional Information

- Open to relocation to Jaipur or surrounding regions
- Strong adherence to procurement policy and compliance
- Experienced in handling high-pressure, high-volume supply chains with precision
- Fluent in English and Hindi