

## Prince Sharma

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## Objective

Advance Procurement Manager offering over 19 years of experience and proven success in manufacturing and production, quality assurance, and leadership. Highly skilled in streamlining operations / Procurement/Supply Chain and improving throughput through continuous process improvement and cross-functional collaboration. Accomplished in building a high-performing team and inspiring staff to achieve goals.

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## Skills

- Great Relationship Management
- Purchase forecasting.
- Leadership
- Negotiation
- Decision-Making
- Strategic Sourcing
- Sustainability
- Inventory Management
- Time Management
- Financial Management
- Communication Skills
- Supply Chain Management
- Cost Analysis
- Contract Management
- Contract Negotiation
- Logistics
- Problem Solving

## Work History

**SPG AGROVERT PVT. LTD.**

**Senior Manager Procurement / Operations: March - 2025 to till Date,**

**Reporting: Managing Director**

- Procured Rice (Basmati / Non-Basmati) Qty 15,000 MT (approx.) in FY'25-26 Bulk Pack / Consumer Pack
- Procured Maize Qty 4,000 MT (approx.) in FY'25-26
- Procured Wheat Qty 5,000 MT (approx.) in FY'25-26
- Export Rice (Non-Basmati 15,000 MT) in the GCC region.

**Leads Connect Services Pvt. Ltd., Noida (U.P) (A Unit of B.L Agro Industries Limited.)**  
**Senior Manager Procurement /Supply Chain : April - 2024 to March 2025**

**Reporting: Managing Director**

- Procured Rice (Basmati / Non-Basmati) Qty 1,00,000 MT (approx.) in FY'24-25 Bulk Pack / Consumer Pack
- Procured Maize Qty 50,000 MT (approx.) in FY'24-25
- Procured Wheat Qty 40,000 MT (approx.) in FY'24-25
- Procured Pulses (Black Gram Hole, Horse Gram split without skin, Red Kidney Beans, White Chickpeas, Toor Dal, Masoor Family, Moong Family, Urad Family Qty 40,000 MT (approx.) in FY 24-25 Bulk Pack/Consumer Pack
- Procured Wheat Products (Maida, Soji, Dalia, Qty 12000 MT (approx.) in FY 24-25 Bulk Pack / Consumer Pack
- Export Rice (Non-Basmati 50,000 MT) in the GCC region and African Markets.

**(SPG Group) SPG Consumer Products Pvt. Ltd., Noida (U.P)**  
**Senior Manager Procurement /Supply Chain: November-2022 to March 2024,**

**Reporting: Managing Director**

- Procured Rice (Basmati / Non-Basmati) Qty 1,50,000 MT (approx.) in FY'22-23 and 23-24 Bulk Pack / Consumer Pack
- Procured Maize Qty 1,50,000 MT (approx.) in FY'24-25
- Procured Pulses (Black Gram Hole, Horse Gram split without skin, Red Kidney Beans, White Chickpeas, Toor Dal, Masoor Family, Moong Family, Urad Family Qty 50,000 MT (approx.) in FY 22-23 and 23-24 Bulk Pack/Consumer Pack
- Procured Wheat Products (Atta, Maida, Soji, Dalia, Qty 15,000 MT (approx.) in FY 22-23 and 23-24 Bulk Pack / Consumer Pack
- Leased two flour mills with a capacity of 100 MT/day and purchased one production unit for Consumer pack.
- Procured Black Gram Products (Besan, Sattu Qty 1000 MT (approx.) in FY 22-23 and 23-24 Bulk Pack / Consumer Pack
- Leading the Manufacturing unit business by forging new alliances and strategic partnerships with key business stakeholders in the Agri-commodity
- Scaled the corporate business revenue by 140% in FY'22-23 by identifying up/cross selling Agri- products. Contributing ~22% to the overall international biz.
- Improved Replies by 28% by leveraging ERP solutions and building in-house capabilities to enable seamless growth of the business.
- Owned and achieved 80% client retention: NCA (New Client Acquisition)
- Business POC for all enhancements and new product launches with clients from Pan India and Abroad clients Italy, UAE, Saudi and Singapore dealing in Agri-commodities and branded products ensuring KPIs achievement.
- Data driven insights generation and presentation to the senior management to drive strategic program initiatives.
- Improved market penetration by 6x by entering new sectors spearheading a team to 8 Key Account Executives; playing a crucial role in managing day-to- day operations, client engagement and client stickiness.

## **Project: Consumer Pack and Bulk Pack Pulses and Flours**

- **Developed and Managed Packaging Solutions:** Spearheaded the planning, development, and implementation of consumer and bulk packaging strategies for pulses and flours, ensuring compliance with market standards and customer requirements.
- **Quality Assurance:** Implemented rigorous quality control measures across the production process, guaranteeing the delivery of premium-quality products that meet both domestic and international standards.
- **Market Research and Analysis:** Conducted thorough market research to understand consumer preferences and emerging trends, allowing for the creation of tailored packaging solutions that resonate with target demographics.
- **Brand Positioning:** Played a key role in enhancing brand visibility by developing consumer-friendly packaging designs, boosting the product's market presence.
- **Regulatory Compliance:** Ensured all packaging practices adhered to food safety regulations and export requirements, facilitating smooth distribution in local and international markets.
- **Cost Optimization:** Identified cost-saving opportunities in packaging materials and processes, contributing to increased profit margins.

## **Tirupati Food Industries Pvt. Ltd., Rai (Sonipat) H.R**

**Head Commercial (Procurement) /Operation) : Sep 2021 – Oct 2022**

- Procured Rice (Basmati / Non-Basmati) Qty 10,000 MT (approx.) in FY'22-23 Bulk Pack / Consumer pack
- Procured Pulses Raw and Finish Products (Black Gram Hole, Horse Gram split without skin, Red Kidney Beans, White Chickpeas, Toor Dal, Masoor Family, Moong Family, Urad Family Semolina, All-purpose flour (Maida) etc.) Qty 70,000 MT (approx.) in FY 21-22 and 22-23 bulk
- Exported All kind of Pulses Qty.15000 Mt approx., Rice (Basmati / Non-Basmati) Qty. 12000 Mt approx. and All-purpose flour qty. 5000 mt approx.
- Leading the Manufacturing unit business by forging new alliances and strategic partnerships with key business stakeholders in the Agri-commodity
- Scaled the corporate business revenue by 128% in FY'22-23 by identifying up/cross selling Agri- products. Contributing ~15% to the overall international biz.
- Partnered with key cross functional stakeholders (Product, Tech, Operations) within the organization for scaling up the business growth.
- Improved Replies by 15% by leveraging ERP solutions and building in-house capabilities to enable seamless growth of the business.
- Owned and achieved 82% client retention; NCA (New Client Acquisition) by 38%; by sharing constant feedback with the clients; through market analysis and intelligence to derive maximum output from the platform. Business POC for all enhancements and new product launches with clients from Italy, UAE, U.S.A and Japan dealing in Agri-commodities and branded products ensuring KPIs achievement.
- Data driven insights generation and presentation to the senior management to drive strategic program initiatives.
- Improved market penetration by 5x by entering new sectors spearheading a team to 12 Key Account Executives; playing a crucial role in managing day-to- day operations, client engagement and client stickiness.

**Tradologie.com Noida, Uttar Pradesh****Manager Procurement / Operations / Export : April 2018–September 2021**

- Procured Rice (Basamti / Non-Basmati ) Qty 2,00,000 MT(approx.) in FY'19-20 , 20-21 and 21-22 Bulk Pack / consumer pack.
- Procured Semolina, All-purpose Flour 40, 000 MT (approx.)
- Procured Gram Flour 50,000 MT (approx.)
- Procured All kind of pulses 20,000 Mt (approx.)
- Leading the B2B Enterprise Business by forging new alliances and strategic partnerships with key business stakeholders in the Agri-commodity ecosystem by building sustainable strategies for B2B biz.
- Scaled the corporate business revenue by 120% in FY'22 by identifying up/cross selling Agri- products and on-boarding new Clients. Contributing ~28% to the overall international biz.
- Partnered with key cross functional stakeholders (Product, Tech, Operations, Finance) within the organization for scaling up the business growth.
- Improved Replies by 12% by leveraging ERP solutions and building in-house capabilities to enable seamless growth of the business.
- Owned and achieved 75% client retention; NCA (New Client Acquisition) by 40%; by sharing constant feedback with the clients; through market analysis and intelligence to derive maximum output from the platform.
- Business POC for all enhancements and new product launches (B2B) with clients from Africa, UAE and Europe dealing in Agri-commodities and branded products ensuring KPIs achievement.
- Data driven insights generation and presentation to the senior management to drive strategic program initiatives.
- Improved market penetration by 3x by entering new sectors (Branded Solutions) and increasing renewal rate of the existing client base.
- Spearheading a team to 10 Key Account Executives; playing a crucial role in managing day-to- day operations, client engagement and client stickiness.

**Solvochem Private Limited (Picadely Group)****Manager Purchase / Operations:****Feb 2007 – Mar 2018****Haryana**

- Procured Solvents 5,00,000 MT (approx), Rice (1,00,000) approx, Raw Material, Packing Material, Pet bottles (50crore) approx. in a bulk load.
- Negotiated contract terms with vendors to balance cash flow against possible price savings with technical and operation input from stakeholders and colleagues.
- Established achievement targets and identified actions to reach objectives and operations goals
- Improved inspection policies to increase the quality of raw materials and finished goods.
- Implemented policies to reduce costs and eliminate waste.

**Ramprastha Builders Pvt. Ltd. Vaishali, U.P**  
**Operations Executive Feb 2006 – Jan 2007 -**

- Built and strengthened relationship across functional leadership areas to keep revenue development and operational plans interconnected and effective.
- Increased company profits through performance optimization strategies and efficiency improvement.
- Efficiently and effectively identified and solve all problems that impacted direction of business.
- Strategically coordinated operations according to objectives and capabilities, effectively allocation resources to meet demands.
- Documented meeting minutes and distributed to staff to facilitate follow-up and permanent record.

**Education**

- Jun 2003-April 2006 : Bachelor of Arts IGNOU – Delhi
- April 2011-June 2013 : MBA in Marketing from Symbiosis University –Pune

(PRINCE SHARMA)