

ATUL KUMAR

PGDM(Global BM) 2013-15

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EDUCATION QUALIFICATION

DEGREE	BOARD	INSTITUTE, LOCATION	%/CGPA	YEAR
PGDM(Global MBA)	XLRI Jamshedpur	XLRI Jamshedpur	6.05/8	2015
B.Tech	NIT SURAT	NIT SURAT	7.64/10	2010
Class XII(AISSCE)	C.B.S.E	K.V.ONGC SURAT	80.6%	2006
Class X(AISSE)	C.B.S.E	K.V.ONGC SURAT	82.4%	2004

PROFESSIONAL EXPERIENCE [9 Years]

PERIOD	ORGANIZATION	PROFILE
2 Years (Current)	Tata Steel Limited	Senior Manager Sports
4 Years	Tata Steel Limited	Category Manager, Procurement & Supply Chain
3 Years 1 Months	Essar Power Limited	Assistant Manager, Maintenance & Operations

Senior Manager Sports- Strategy & Operations, Tata Steel Ltd. (Apr' 19 – Present)

Jamshedpur Football Club (JFC)	<ul style="list-style-type: none">Worked directly under the CEO of Jamshedpur FC along with Deloitte Team to devise a 5 year plan for the club and along with its implementation.Worked with the Sponsorships team to design tailor made packages for the potential sponsors and got a sponsorship of Rs. 30 Cr for JFC in 2019-20 ISL season.Part of Stadium Operations team & Broadcast Liaisoning Manager for Jamshedpur FC coordinating with IMG-R and Star TV during ISL Season 4 & 5.Won the Tata Innovista award in sustainability impact innovation category for “The Football Story of Jamshedpur FC”, a platform for recognizing the best innovations across the entire Tata Group companies' level.
Tata Steel Sports High Performance Centre (HPC)	<ul style="list-style-type: none">Established the Tata Steel Sports High Performance Centre including conceptualization of Sports Science vertical, getting management approvals, Equipment procurement, hiring the team of domain experts (S&Cs, Physios, Psychologist, Nutritionist, Masseurs etc.) & operationalizing it.Developed the Go-to-market-strategy for Tata Steel Sports High Performance Centre and implemented it to monetize and become self-sustainable by developing new clients.Successfully completed the High Performance Leadership Program for enhancement of Sports Ecosystem of India conducted by ELMS Sports in partnership with Loughborough Sport & Abhinav Bindra Foundation
Tata Archery Academy (TAA)	<ul style="list-style-type: none">Managed Elite Athletes of Archery (Deepika Kumari, Jayanta Talukdar, Ankita Bhakat and Komalika Bari) during their preparation process for Olympics 2021, Asian Games 2018, World Championship & World Cups.Enhanced the coaching strength of Tata Archery Academy by hiring a World Class Korean Coach as the Coaching Director & few qualified coaches as Assistant coaches.Successfully hosted Tokyo Olympics 2021 Trials for Indian Archery Team selection, hosting close to 70 National Archers under strict safety measures & guidelines during the current COVID-19 pandemic scenario.Introduced the Video Analytics Software- Dartfish in TAA and worked along the coaches on Posture and Form correctness for the Elite and Semi-elite Archers.
Digital Initiatives at Sports Vertical in Tata Steel	<ul style="list-style-type: none">Devised and launched a program “Online Summer Camp of Tata Steel” on YouTube for the 1st time in April 2020 during COVID-19 providing free high quality sports specific coaching through World Class Coaches over 19 different sports disciplines with more than 60,000 views.Co-created an online system for Sports Facility Management of JRD Sports Complex along with ITS Team covering 19 Sports Disciplines enabling us to increase the revenue, employee satisfaction & savings for organization.Part of the core team that successfully launched the 1st ever Virtual Jamshedpur Run-a-thon in Tata Steel during the COVID 19 period with ~2,500 participants.

Category Manager-Procurement & Supply Chain, Tata Steel Limited (Apr' 15 – Mar' 19)

Procurement & Supply Chain

- Responsible for **procurement for 5 entire categories** with total annual spend of more than **Rs 300 Crore**, devising long term Category Strategies for reduction in annual spend.
- Devised and implemented the **Supply chain & Inbound logistics strategy** for incoming MRO spares worth Rs. 1500 Crore leading to ~10% reduction in incoming logistics expense during the pilot implementation itself.
- **Led the project evaluation of SAP Ariba for the Central Procurement Team of Tata Steel** to check its feasibility, benefit analysis and ROI of Ariba pertaining to Tata Steel.
- **Spearheaded 5 major long term strategic contracts** with 5 biggest OEMs of Mining industry (including Caterpillar, Tata Hitachi, Komatsu, BEML etc.) in the world with each contract valuing more than Rs. 10 Crore.
- **Convener of Commodity Competence Team (CCT) for HEMM Category** (Heavy Earth Moving & Mining Equipment) to run long term Supplier Relationship Management (SRM) initiatives to solve the customer problems, improve reliability and availability of the spares & reduce the overall spend.
- **Leading a team of 10 associates** to manage Import as well as Indigenous procurement with close to 300 purchase requests per month, making long term Rate Contracts as well as placing one time orders.
- Leading performer in **reduction of proprietary spend of MRO spares and Best Cost Country Sourcing** leading to savings of more than Rs. 6 Crores in FY 16-17.
- **Winner (1st Prize) of Young Material Managers competition-2015** at National level representing Tata Steel, held by Indian Institute of Material Management at Vadodara.

Assistant Manager, ESSAR Power Limited, Surat (Jun' 10 – Jul' 13)

Maintenance & Operations

- Experience of managing the **Operations & load planning with Power Grid of Gujarat Government** by running the Power Plant Production through 1000 MW Gas based Power Plant (Energy Sector).
- Vast experience of maintenance of **Gas Turbines, Steam Turbines, Heat Recovery Steam Generator Boilers, Pumps, Compressors, Valves & Colling Towers**.
- **Business process remodeling using ERP tools (SAP)** to improve inventory control, work scheduling and reduction of Turnaround Time for Maintenance Tasks.
- **Leading a team of 20 personnel** in the department for regular mechanical maintenance & operations activities.
- Led an energy conservation project and successfully implemented it resulting in reduction of **energy consumption of the Cooling Water pump** leading to the recurring savings of Rs. 7 lakhs annually.
- **Initiated an internal training program** on system description and functioning of equipment for new recruits in the company.

Certifications

Six Sigma Green Belt Trained (SSGBC)

EXTRAMURAL ACHIEVEMENTS & INTERESTS

Sports

- **Part of Under-16 Cricket team representing Gujarat in the National Level Sports Meet of Kendriya Vidyalaya in 2002.** 2002
- **Participated in Tata Group Inter Company Cricket Tournament held at Tarapur in 2019.** 2019
- **Winner of Inter Divisional Cricket Tournament of Tata Steel held in 2017 & 2018 with 16 teams competing in the tournament.** 2017 & 2018
- Extremely passionate for Cricket and have played Cricket regularly at each stage of career including school, UG, PG & during jobs.
- Involved in other Sporting activities like **Cycling, Badminton, Running and Football.**

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