

Contact

www.linkedin.com/in/anuj-agarwal-a675bb5 (LinkedIn)

Top Skills

Strategic Sourcing

Cost Reduction

Supply Management

Anuj Agarwal

Focused on Strategic Purchasing / Supply Chain Development and Cost Reduction

South Milwaukee, Wisconsin

Experience

AAA Sales & Engineering, Inc.

2 years 3 months

Materials Manager

April 2017 - May 2017 (2 months)

Oak Creek, WI

Responsibilities

- Manage materials planning, customer service and job order release to the shop floor
- Support and manage escalations with customers in case of material and production issues
- Manage cross training and establish procedures for 3 material planners
- Improve inventory accuracy through cycle counts

Accomplishments

- Initiated and developed Excel based visual management system for quick material planning
- Simplified Purchase and Job orders, to focus on managing and eliminating systemic errors
- Managed customer service for most critical plant for AAA's largest customer

Strategic Purchasing Manager

March 2015 - March 2017 (2 years 1 month)

Oak Creek, WI

Responsibilities

- Manage \$25M spend in Iron Castings, & broaching, coating, balancing & heat treating services
- Manage escalations in case of AP and supply issues
- Update supplier contracts in MRP System (Syteline)
- Create and provide Surcharge Calculations to Sales Department
- Manage Quality Assessments, NDA and Contract negotiations
- Support for new project launches

Accomplishments

- Developed quotation strategy for iron castings by analyzing market and manufacturing costs
- Developed basic linear regression model to understand key cost contributors
- Improved company new business hit rate by 50%
- Identified \$500K and completed ~\$250K cost reduction projects
- Added additional suppliers to commodity strategy to improve competitiveness
- Identified key suppliers to improve relations and partner with for RFQ response time and growth
- Added to AAASE product line and profit by sourcing completely machined components

Initech Global

Process Improvement Engineer

November 2014 - March 2015 (5 months)

Oak Creek, WI

- Created Quotation process map and file management system to help store data efficiently
- Instituted visual management system in Excel for the Quotation process to manage workflow between Sales, Engineering and Purchasing

CNH Industrial

Senior Buyer

April 2010 - October 2014 (4 years 7 months)

Burr Ridge, IL

Responsibilities

- Manage NAFTA Exhaust and Shifter Commodity Cluster; \$125M
- Source Intake and Exhaust system components for agriculture and construction equipment per Fiat Group Sourcing Procedures and Guidelines
- Communicate progress and manage risks for cost saving projects and sourcing programs
- Support platform and plant on critical supply issues

Accomplishments

- \$3M+ savings identified and implemented on \$40M Commodity Spend
- Identified core supplier capabilities, and together with engineering, consistently achieved better than budgeted cost efficiency using VAVE
- Redefined Commodity Strategy to align all future sourcing with such supplier's capabilities

- Introduced and developed multiple suppliers to work effectively with internal customers
- Curated symbiotic partnership with suppliers and closed multiple agreements
- Improved manufacturability of preliminary designs at request for quality and cost
- Defined and executed strategic initiatives solving recurring issues with supply base
- World wide Lead buyer for Intake and Exhaust Tubing and benchmarking components
- Managed sourcing for Tier4 Interim and Tier4 Final Exhaust Systems
- Rationalized 9 suppliers within 1 year

Caresoft Global Inc

Product Cost Engineer

January 2009 - March 2010 (1 year 3 months)

Burr Ridge, IL

Responsibilities

- Support AG Platforms as PCM representative for new and current products
- Prepare catalogs for Cab Parts using Engineering and Purchasing Systems
- Analyze catalog data to propose sourcing strategy

Accomplishments

- Created 19 component catalogs & proposed strategy for vendor reduction & commonization
- Estimated cost for gearbox, drop-box, sheet metal components, assemblies, and machined components from bar / casting

ABT Info Systems

Product Cost Engineer

June 2007 - December 2008 (1 year 7 months)

Calhoun, GA

Responsibilities

- Support Dozer (CE) platform for new and current products
- Identify commonization possibilities and ensure 'lean' specifications on drawings
- Gain expertise at the supplier level to understand capabilities and cost reduction opportunities
- Develop and coordinate cost reduction projects with engineering and purchasing
- Analyze and track engineering changes for cost impact

- Provide target costs to purchasing supplier selection and negotiations
- Maintain awareness of upcoming engineering changes and warranty issues

Accomplishments

- Identified potential to save \$750,000 annually
- Ensured cross-departmental buy-in for design changes
- Automated BOM download process and developed checklist to standardize BOM error removal

Education

University of Missouri-Columbia

Masters, Industrial Engineering · (2001 - 2005)

Vishwakarma Institute Of Technology

UG, Mechanical Engineering · (1997 - 2001)