SAMBIT KUMAR SAHU

TECHNICAL PROCUREMENT & CONTRACTS | SOURCE-TO-CONTRACT | SUPPLIER PERFORMANCE

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PROFESSIONAL PROFILE

Mechanical engineer and procurement professional with **7+ years** of experience across automotive manufacturing and EV battery gigafactory operations. Currently Purchasing Coordinator at AESC France, running technical procurement end to end, from call for tenders and supplier evaluation through adjudication, PR/PO governance, delivery and payment follow-up. Delivered the **highest cost savings on the purchasing team, 31% against incumbent supplier quotes, within the first six months**, with no impact on line availability. Experienced in multi-supplier sourcing, commercial negotiation, total cost of ownership analysis, contract and commercial terms, supplier performance, APQP/PPAP, supply-risk mitigation and cross-functional stakeholder management in technically complex, traceability-critical environments. MSc in Global Supply Chain Management and Procurement, SKEMA Business School. English C2, French in progress.

CORE COMPETENCIES

Technical & Project Procurement • Call for Tenders (CFT), RFQ & RFI • Supplier Sourcing & Evaluation • Commercial Negotiation • Adjudication & Multi-Quote Compliance • Total Cost of Ownership & Cost Analysis • Contract & Commercial Terms • Frame Contracts • Supplier Performance & OTD • Supply Risk, Shortage & Obsolescence • Commodity & Category Strategy • PR/PO Governance • APQP / PPAP / Industrialisation • Cross-Functional Stakeholder Management • Spend, Savings & KPI Reporting

PROFESSIONAL EXPERIENCE

Purchasing Coordinator
Oct 2025 – Present

AESC France, EV Battery Gigafactory | Lambres-lez-Douai, France

- **Delivered the highest cost savings on the purchasing team in the first six months, 31% against incumbent supplier quotes**, through supplier negotiation, structured quotation comparison and RFQ optimisation, with no impact on line availability.
- Own end-to-end procurement of technical spare parts, MRO and production equipment keeping **five battery production lines** running, covering **€4M+ of annual spend** and **2,500+ spare part references ordered in twelve months**.
- Lead multi-supplier call for tenders of roughly **100 to 600 technical line items per package across up to 10 suppliers**, comparing price, lead time, technical compliance, Incoterms, payment terms and alternative references, and defending each adjudication line by line.
- Process **100+ purchase orders monthly**, each covering 10 to 40 distinct references, and consolidated a fragmented supplier base toward around **20 strategic vendors** across Europe and Asia.
- **Designed and built a custom Excel/VBA tool** tracking procurement from RFQ issuance through PO follow-up, closing a gap the ERP could not cover and cutting manual follow-up time significantly.
- Govern PR/PO approvals, supplier confirmations, long-lead items, prepayments, invoices and deliveries; escalate shortages, delays, technical gaps and production-continuity risks.
- Coordinate technical clarifications across pneumatic, mechanical, electrical, automation, tooling and line-equipment scopes, including obsolete parts, replacement types, specifications and quantity validation.
- Support supplier onboarding, capability and capacity reviews, frame-contract initiatives and procurement governance; report directly to the Purchasing Manager as primary technical point of contact for spare parts sourcing across the site.
- Operate across **SAP** and AESC internal systems (OA, SRM, GBI) with full traceability; build RFQ and cost comparisons in Excel and Power BI.

Freudenberg Filtration Technologies
Aug 2017 – Aug 2023 (6 yrs 1 mo)

Automotive Division | Pune, India

Application and Supply Chain Assistant Manager
Apr 2020 – Aug 2023

- Ran cross-functional industrial projects from feasibility and prototype through APQP/PPAP, SOP and series production, as primary liaison across customers, R&D, Quality, Production, Supply Chain and suppliers. **Three programmes went the full cycle from design to delivery: a PM2.5 cabin filter, a tractor filtration programme, and a hydrogen fuel-cell filter developed with the German team.**
- Achieved **98% on-time delivery**, reduced lead time by **20%**, lowered cost by **10%** and improved process efficiency by **30%** through supplier coordination, planning discipline and logistics optimisation.
- Led national S&OP and master production scheduling, material planning, capacity checks, order prioritisation, engineering changes and launch support for multiple automotive customers.
- Integrated **SAP R/3 with Sage X3** for inventory management, improving inventory accuracy by **15%**.
- Managed supplier and material performance through scorecards, APQP/PPAP reviews, corrective actions and quality follow-up, applying traceability discipline suited to regulated, mission-critical manufacturing.

- Directed transport strategy across FTL/LTL, milk runs and freight, negotiated logistics protocols with suppliers, and led Kaizen and Value Stream Mapping workshops.

Sales and Logistics Engineer **Aug 2017 – Apr 2020**

- Coordinated customer demand, production planning, inventory, warehousing, quality inspection, packaging, dispatch and supplier follow-up for a nationwide automotive aftermarket operation.
- Processed daily orders and outbound shipments in SAP and Sage X3, ran inventory audits and dispatch accuracy checks, and achieved **95% resolution of delivery and stock issues**.
- Supported **contract management and compliance documentation**, monthly performance reporting, and supervision of transport and 3PL providers.
- Improved replenishment, safety-stock, transport and order-prioritisation processes using Kanban, 5S, Kaizen, VSM and Six Sigma methods.

Supply Chain Assistant, Procurement (Internship) **Aug 2024 – Dec 2024**

illycaffè France | Paris, France

- Maintained **JD Edwards** supplier master data for **450+ suppliers** across France and the Netherlands, supporting data quality, compliance and master-data governance.
- Onboarded **100+ suppliers in Jaggaer**, enforcing mandatory documentation and expiry requirements and resolving issues with suppliers and platform support.
- Updated **4,500+ product records** covering HS codes, dimensions, weights, purchase prices and documentation; analysed stock rotation and reorder logic to reduce overstock risk.

ADDITIONAL EXPERIENCE

Supply Chain & Logistics Jury Member — ISTELI, Lille, France *(Sep 2025 – Oct 2025)*. Evaluated professional supply chain projects on data-driven logistics and Lean tooling; analysed and translated 40 to 80 page project reports from French to English.

Order Preparer — V Raise, Grigny, France *(Mar 2025 – Apr 2025)*. Short assignment during relocation: order picking, FIFO/LIFO rotation, SKU and quantity accuracy control, cycle counts in temperature-controlled food logistics.

Design Engineer — SRG Machines Pvt. Ltd., Pune, India *(Apr 2017 – May 2017)*. Mechanical design support for industrial machine-building projects.

EDUCATION

MSc, Global Supply Chain Management & Procurement | **Sep 2023 – Dec 2024**

SKEMA Business School, France — including MIT-partnered (MITx) coursework in supply chain analytics and SQL

Post Graduate Diploma, Advanced Mechanical Engineering | **Dec 2016 – May 2017**

PROLIFIC, India

Bachelor's Degree, Mechanical Engineering | **Aug 2012 – May 2016**

Centurion University of Technology and Management, Odisha, India

Information Technology Programme | **Oct 2025 – Mar 2026**

EDU Business Institute

TECHNICAL SKILLS

Procurement & ERP: SAP (R/3, SRM), JD Edwards, Sage X3, Jaggaer, supplier onboarding, PR/PO workflow, call for tenders and RFQ analysis, TCO modelling, Incoterms, payment and commercial terms

Analytics & Reporting: Advanced Excel including VBA, Power BI, SQL, RapidMiner, PowerPoint, KPI dashboards, cost comparisons, supplier scorecards

Engineering & Design: CATIA V5R21, SolidWorks, technical specification and drawing interpretation

Industrial Methods: APQP, PPAP, S&OP, MPS, supplier quality, engineering change management, Kanban, 5S, Kaizen, VSM, Six Sigma

CERTIFICATIONS, LANGUAGES & ADDITIONAL INFORMATION

Certifications: Lean Six Sigma White Belt • Power BI Data Modeling with DAX • Power BI Essential Training • Data Literacy: Exploring and Describing Data

Languages: English C2 (full professional) • French A2, actively progressing toward professional fluency • German A2 • Hindi and Odia native

Mobility: Based in Douai, France. Open to relocation anywhere, including Geneva and the wider EU.