



Hasandeep Singh

E-Mail: x25hasandeeps@iima.ac.in Mobile: +91 9636054102 LinkedIn: www.linkedin.com/in/hasandeep

Summary

Supply Chain and Operations leader with 5+ years of experience driving value chain strategy in Procurement, Project Management, and Risk Mitigation. Delivered high-impact initiatives in Cost Optimization, Sustainability, and Business Continuity while leading cross-functional teams, managing global suppliers, and enabling digital transformation across sourcing, logistics, and manufacturing operations

Professional Experience

Deputy Manager | Assistant Manager | Maruti Suzuki India Limited | Gurugram

Strategic Procurement and Supply Chain Leadership

- Orchestrated **end-to-end procurement** of high-value automotive components, with an **annual buying ~₹4900 crores**
- Led cross-functional teams to **develop 6 new and 5 minor change models**: Grand Vitara, Brezza etc; meeting target cost and product development timelines
- Spearheaded the **introduction of Sunroof and Power Seats** in Maruti's portfolio, onboarding new suppliers, ensuring plant readiness, and aligning supplies with product development milestones
- Led successful rollout of **6 airbags** for Maruti's top 3 models (as per Government Regulation) through strong cross-functional collaboration
- Applied data driven **sourcing strategies and RFQ analysis**, reducing supplier quoted prices by 3%

Operational Excellence and Cost Management

- Implemented Sequence Manufacturing concept for **JIT inventory** at 3 supplier sites for Maruti's Kharkhoda plant, reducing FG buffer inventory from **8 hours to 0.5 hours**
- Led implementation of flexible manufacturing at supplier facilities, enabling production of multiple variants on single assembly line to **address demand fluctuations and inventory reduction**
- Reduced truck TAT by 2 hours through assembly shop inventory moderation—**saving ₹60 lakhs/year**
- **Redesigned** process and implemented U-shaped manufacturing cells, reducing production lead time by **over 20%**
- Achieved **cost reduction of 3.5%** for the assigned component categories, leveraging VA-VE, Periodic Cost Down, Yield Improvement, Process optimization etc
- **Reduced part cost by 10%** through raw material (RM) price indexing and standardized future RM compensation mechanism, delivering **cost savings of ₹8.5 crores** against annual spend of ₹110 crores and saving 80+ manhours
- Led benchmarking activity to assess competitor's cost, find efficiency improvement avenues and boost company's bottom line

Vendor Development and Supplier Management

- Single Point of Contact (SPOC) for **9+ global suppliers** and managed a dynamic network of vendors supplying 10+ parts for ~22 lakh vehicles annually
- Orchestrated **annual capacity planning**, collaborating closely with vendor partners to align **short-term and long-term forecasts**, resulting in remarkable **decrease in delivery defaults** from 1.5% to below 0.5% of total orders
- Managed daily supply of components as per production requirement at 4 pan India locations, **achieved zero-time defaults** for 6 consecutive months and maintained a healthy **annual OTIF (On-Time-In-Full)**
- Onboarded **2 new JIT seat vendor** at MSIL based on OEM (Toyota) requirement, coordinated infrastructure readiness, SOP validation, and volume ramp-up

Risk Mitigation and Business Continuity

- Formulated a strategic roadmap for **alternate sourcing and localization** over the next 5 years to support new feature additions, aligned with the upcoming model launches and facelifts
- **Derisked** the supply of a critical sheet metal component through alternate sourcing in **record timelines** of 16 weeks (against normal lead time of 24 weeks), leading to zero-defaults
- Managed **global supplier relationships** for long lead-time parts to maintain consistent supply and inventory
- Developed a comprehensive 314-point checklist for daily **SITREPs** of suppliers during COVID outbreak and formulated an excel analysis model for the monitoring supplier database (**6000+** datapoints on a daily basis)
- Ensured manpower **preparedness and readiness** for steady ramp-up post nationwide shutdown, without compromising in the product quality

Sustainability and Carbon Neutrality Strategy

- Deployed **EV tow trucks** at 3 supplier sites for internal logistics within MSIL's Kharkhoda Supplier Park, **eliminating vehicular emissions** and supporting **green logistics** and **sustainability initiatives**
- Ideated and tested **castor oil-based Polyol** (used in PU seat foams), achieving ~3.5 kg CO₂ reduction per vehicle, a 25% cut vs. fossil-based Polyol and contributing to **Scope 3 emission reduction**
- Led initiative to **eliminate Polyethylene (PE) cover** from co-driver seat, **reducing single-use plastic waste** and supporting MSIL's sustainability and environmental targets

Business Process Improvement and Digitalization

- Improved **end-to-end traceability** through implementation of Barcode System; enhanced **data driven decision making** and analysis
- Led the **upgrade of Sourcing software** (Enovia), leading to improved process efficiency. Imparted **training to 50+** employees for interior and plastics division
- Led logistics digitalization by implementing GPS tracking in supply vehicles; improvement in **OTIF rate by ~9%**
- Designed and executed a centralized **foreign exchange price amendment** system across 20+ departments, reducing 150+ approvals to one streamlined process
- Identified dead stock (₹65 lakhs) and developed a **Reorder Level (ROL)** calculator to optimize part ordering

Cross-Functional Leadership and Stakeholder Engagement

- Led the initiative to **shorten** the development life cycle by **20%**, through the **revamp of procurement Strategy** alongside the CFT of 10+ employees
- Conducted multiple functional trainings for **150+ Graduate Engineer Trainees (GETs)**, enhancing their technical and strategic capabilities
- Supervised a **1000+ workforce** at assembly shop during COVID for 3 months, ensuring production continuity and minimal rejection rates

Strategic Initiatives and Leadership Communication

- Formulated long-term strategy on supplier development, capacity expansion, and business share, aligned with Maruti's annual production target of **40 lakh vehicles** by FY2031
- Collaborated with **Suzuki Motor Corporation (SMC) Japan** for spec seat development – a first for MSIL – aligning with MSIL's strategy for developing premium products for high-end models
- Spearheaded the implementation of Maruti's **Comprehensive Excellence Framework** (9-pillar model) to assess supplier performance across Finance, Quality, HR/IR, Succession Planning, and Risk; drove strategic & dynamic bidder list using analysis with a focus on scalability and de-risking aligned to MSIL's high-volume operations

Education

B.Tech (Mechanical Engineering) – Malaviya National Institute of Technology, Jaipur | India

Accomplishments and Awards

- Earned 2 **promotions** in a span of 4 years on account of exemplary performance
- Employee of the **Quarter award** winner - 4 times in a span of 7 consecutive quarters
- Acknowledged as Consistent **High Performer** (3 times in 4 years)
- Recognized as **Star Performer** in FY21-22 (Top 10% of the company)
- Best Performance (**5/184**) in the On-Job-Training of the GET Batch of 2019 at Maruti Suzuki India Limited
- Earned "**Student of the Year award**" in Class XII for Academic excellence and leading multiple Co-ordination activities
- Ranked **2nd in district** in Class XII (Non-Medical stream)
- Only Class XI student (1/55) selected for **Mathematics Olympiad** held at Chandigarh (2013)

License & Certifications

Lean Six Sigma Green Belt | KPMG
Finance for Non-Finance Professionals
Introduction to Financial Markets

Co/Extra-curricular

- PGPX **Secretary**, Cultural Affairs Committee – IIM Ahmedabad
- Organized various **sports and team-building** events across 20+ departments at Maruti Suzuki
- **Winner** – Maruti Inter department **Cricket** Tournament (2023)
- **Runner up** - Maruti Inter department **Badminton** Tournament (2022)
- **Dance** enthusiast – performed at multiple corporate events in front of 600+ audience
- Provided career **counselling and educational guidance** to over 25 students in the local area, assisting them in exploring various academic and professional opportunities
- Led a team of 30 at “**All India Inter NIT Athletics Tournament**” at NIT Kurukshetra in 2017 and Secured 4th position in 400m race with record personal best timing of 53.40 secs
- Regular Blood donor - contributing to community health with **15 donations** over past 5 years
- Completed Kuari Pass trek (**12,500 ft**) covering **27 km over 3 days** in high-altitude Himalayan terrain with sub-zero temperatures