



NAVEEN REDDY GUDA

E-Mail: x25naveenr@iima.ac.in Mobile: +91 9856119033 LinkedIn: [linkedin.com/in/naveenreddyguda/](https://www.linkedin.com/in/naveenreddyguda/)

Summary

Operations and supply chain professional with over **6 years** of experience in manufacturing and high-tech sectors, delivering **INR 6.65 Cr+ in cost savings** and consistently improving supplier delivery and quality KPIs. At L&T, led strategic sourcing and outsourcing initiatives across vendors **handling INR 8 Cr+ annual procurement**, achieving **95–98% supplier performance** and enabling on-time delivery for four production models. Recognized for high ownership, structured execution, and data-backed decision-making as **Top-Performer for 4 years continuously at L&T**. At Lam Research, managed 1000+ PO lines across six global vendors, improving tracking efficiency, achieving 95% on-time supplier delivery, and **contributing to \$30K+ in annual cost and inventory savings**.

Professional Experience

Senior Procurement Analyst | Lam Research (RGBSI-Lam ODC) | Bangalore

- **Managed 1000+ open PO lines** across six vendors, sustaining a **95% supplier delivery rating**, reducing supply chain disruptions and enabling timely completion of critical projects.
- **Cleared 20+ Receiving Variance lines per month** worth ~\$35K, resolving discrepancies to minimize production delays, ensure timely supplier payments, and **reduce excess inventory by 12%**, saving \$20K annually.
- **Implemented TMS dashboard onboarding for 2 key suppliers**, aligning freight strategy with procurement priorities, contributing to **2% logistics cost savings** and **\$10K+ in annual accrual benefits**.

L&T Construction Equipment Limited | Bangalore

- *Senior Executive Officer [December 2022 – October 2023]*
- *Executive Officer [July 2019 – December 2022]*
- *Graduate Engineer Trainee [July 2018 – July 2019]*
- **Led procurement strategy across INR 8 Cr annual spend**, improving vendor performance to a **95%+ delivery rating** and ensuring continuity across four critical suppliers.
- **Spearheaded outsourcing** of chassis production to meet increased demand, achieving **INR 2 Cr+ in cost savings** while maintaining timelines and quality across four product models.
- **Negotiated and executed** component contracts covering **25% of project costs**, securing **INR 31 L in savings**, and aligning internal stakeholders across design, finance, and production teams.
- **Delivered INR 6.65 Cr in direct material cost savings** over two years by driving strategic cost reduction initiatives, reducing material cost ratio from 82% to 79%.
- **Improved supplier quality performance from 95% to 98%** through collaborative quality improvement projects with internal teams and vendors.
- **Implemented 25+ BS-V design changes across 5 models** in 16 weeks and onboarded **3 new vendors** to supply **15+ Solar-EKart items** within a 6-week timeline to cater project requirements.
- Acted as **SPOC for first-time sourcing of 1500+ parts** for NHRCL project, ensuring on-time, on-budget delivery by streamlining procurement, compliance through cross-team
- **Embedded sustainability practices in sourcing—reduced material waste by 2%** via design revisions aligned with L&T's environmental goals.

Education

Bachelor of Technology – Mechanical Engineering – National Institute of Technology – Meghalaya | India

- **Academic Excellence – Best Project Award [1/25]** Improved solar still performance using passive heat storage
- **Internship: Designed OH crane pallet system at RINL, Vizag, reducing material movement time by 20%.**

Accomplishments

- Volunteered as **Idea Evaluator at I-Ventures@ISB**; reviewed and mentored **20+ student-led startup ideas** focused on social impact as part of EMDP initiative.
- Recognized as **top performer for 4 consecutive years**; nominated for **L&T-wide Management Development Program** conducted by IIM Mumbai.
- **Chosen to represent L&T-CEL at Cost Reduction Workshop** organized by IIMM Bangalore, contributing insights on sourcing efficiency.
- **Player, NIT-M Volleyball Team; Secretary, Fine Arts & Photography Committee; Student Coordinator, Career Services**

Certifications

- **Internal Auditor – Integrated Management Systems (ISO 9001, 14001, 45001) | Bureau Veritas | 2023**
- **Lean Six Sigma Green Belt Certified | Grant Thornton | 2025**

Extra-Curriculars

- Represented **NIT-M Volleyball Team**; active in organizing and leading co-curricular clubs.
- **Leading the Events Cell of Optima**, the Operations Club of IIM Ahmedabad.
- Ranked among global top players in **DOTA2 and CS: GO**, demonstrating high-pressure decision-making, strategic planning, and team coordination.
- Enthusiast in anime, storytelling, and visual design aesthetics.