



Sumit Bhagat

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Summary

A seasoned project management and business development professional with 9+ years of experience in delivering large scale projects, market research and supply chain optimization. Driving cost savings, efficiency improvements and successful project execution across industries.

Professional Experience

Area Manager New Projects | Steel Recycling Business, Tata Steel | Chennai

Business Development, Project Management, Strategic Sourcing

Member of a taskforce to firm up a business case for Electric Arc Furnace (EAF) along with Steel Recycling facility (SRB) in the South. Responsible for assessing locations and scrap markets while leading scrap procurement from south region for Tata Steel existing plants in Kalinganagar, Meramandali and Jamshedpur.

- Conducted a RVM exercise in Chennai, Bangalore, Trichy and other regions in the south to map the scrap generation potentials in 200km-300km of the plant radius to gain the freight advantages.
- Spearheaded a team for the land assessment for the proposed co-located SRB+EAF.
- Spearheaded a team to finalize the strategy to source 1 MTPA scrap for the co-located SRB + EAF.
- Member of a team to design and implement multimodal logistics for the movement of scrap from Chennai to the east region. Saved per ton logistic cost by 25% (885 rs per ton) and achieved 82% reduction in CO2.
- Ramped up RM volume from 2 KTPM to 6 KTPM using a region-specific strategy in the south.
- Acted as a point of contact with the state government agencies & regulatory bodies for the utilities, land and incentives.

Sr. Manager Operations | Steel Recycling Business, Tata Steel | Ahmedabad

Business Development, Project Management, Strategic Sourcing

Responsible for conducting a market research to develop a deep understanding and prepare a sourcing charter for various types of scrap being generated from multiple sources in Gujarat. Build a business case for the scrap processing requirements within the west region and build an end-to-end supply chain for the scrap inflows in the EAF Ludhiana.

- Led a market research to map the supply and demand of unorganized steel scrap industry by interacting with 200+ people from 5+ cities across the value chain in Gujarat.
- Identified and evaluated 50+ potential vendors & partners including suppliers, external processing agents, transporters and on-boarded 15+ vendors.
- Identified & Shortlisted potential investors for outsourced processing centres, conducted interest generation meetings, RFI, RFQ process, finalizing partner for capex of ~ INR 150 Cr.
- Acted as a point of contact with the state government agencies & regulatory bodies and developed a charter for the licences and permits required for the processing unit.
- Conducted best in class benchmarking to identify & evaluate 10 processing equipment suppliers.
- Led a cross functional team, co-worked with MN Dastur & Co to prepare a detailed project report, technical specifications, concept notes, finalization of the project scope and CAPEX estimation.
- Developed a business case for the processing plant and got a CAPEX approval of 250 Cr. In BUPRG & PRG committee for it.
- Initiated the supply of scrap from Gujarat to TSJ/K/M plants and ramped up volumes to 3 KTPM.

Manager PM & Construction| Engineering & Projects, Tata Steel | Kalinganagar

Project Management, Execution, Project Planning & Monitoring

Responsible for implementing a project schedule via. contract administration, project planning, scheduling, cost and quality control for the Coke Oven & Pellet Plant while leading a 5-member team and heading ~ 100 manpower to ensure the timely commissioning of the plant.

- Led a cross-functional team of 6 members from the engineering, commercial, logistics and construction dept. to implement a modular construction on the site to save time & cost by ~ 20% and improve overall safety.
- Spearheaded safe site operations during COVID-19 with 50% manpower. Implemented innovative solutions to overcome the restrictions and optimize the resource allocations, ensuring continuous execution. Awarded the star performer for consecutively 2 months.
- Increased manpower productivity by 10% by implementing delivery of the material at site as per JIT concept.
- Enhanced customer satisfaction in the operations area by 15% through effective communication via arranging monthly cross team meetings and prompt attention to the issues.

- Improved the workflow by implementing digital project tracking tools which minimised errors and increased the overall efficiency.
- Ensured delivery as per the commitment map and conducted a root cause analysis for any variances found.
- Successfully managed PSSR audits and handed over areas to the customers.
- Strategized and executed 2 major Blast Furnace shut down jobs (10-15 days), liaising with the internal and external stakeholders to complete the critical maintenance jobs while effectively managing the budgets, resources and timelines.

Management Trainee | Engineering & Project, Tata Steel | Kalinganagar

Project Management

Part of a project execution team on Tata Steel Kalinganagar site.

- Spearheaded an improvement project on time and cost reduction in the hydraulic systems and achieved a cost saving of 50+ Lacks (15%) and reduced the construction time by 25%.

Executive Engineer | Power Division, Thermax Ltd. | Pune

O&M Procurement

Responsible for the O&M procurement of the Madras Cement Limited 1,2,3,4 , GPPL sites.

- Prepared a procurement statement of work, documents and source selection criteria.
- Co-ordinated with the operations manager for the preparation of the annual project plan.
- Conducted a procurement performance review and attended the procurement negotiations meetings.
- Conducted a market research for the supplier database and identified a competitive pricing structure.
- As part of a team, contributed to achieving a 15% reduction in the bubble cap procurement costs for a CFBC boiler by developing an alternative vendor to replace the OEM.
- Contributed as a team member to achieve a 20% reduction in the bed material cost by implementing a magnetic separator and sieving machine.

Graduate Engineer Trainee |Power Division, Thermax Ltd. | Mangalore, Bharuch

Project Execution

Part of a project execution team on OMPL, Mangalore and Grasim Bharuch sites.

- Supervised the erection of the TG package, Boiler, ESP, CHP, Economizers and piping.
- Performed pre-commissioning and commissioning activities.

Education

PGP (Project Engineering & Management) - NICMAR University, Pune | India

BTech (Mechanical) – Vishwakarma Institute of Technology, Pune | India

Accomplishments

- TATA Steel Engineering & Projects Star Performer of the month award-Jul'20 & Aug'20.
Appreciated by GM Projects, TSK for achieving targets by implementing innovative solutions with only 50% of manpower and resources during the COVID-19 pandemic.
- NICMAR Merit Scholarship for PGP PEM – 1st, 5th and 6th term.
Awarded scholarship by the institute for excellent performance in academic term.

Certifications

- Lean Six Sigma Green Belt. - KPMG India
- CSCMP Supply Chain Foundations: The Essentials Professional Certificate. - LinkedIn Learning and Council of Supply Chain Management Professionals
- Becoming a Product Manager: A Complete Guide. - LinkedIn Learning
- Getting Started as an Agile Project Manager. - LinkedIn Learning
- Total Quality Management. - SumTotal and Tata Steel
- Sustainability Steward. - Tata Steel
- Strategic Sourcing of Suppliers. - LinkedIn Learning

Extra-Curriculars

- Co-ordinator – BHC House, TATA Steel Kalinganagar.
- Volunteer, Akanksha Foundation Pune.
- Co-ordinator – Placement & Industry Relations, NICMAR Pune.

Feb'20 – Sep'21

Apr'17 – Jun'17

Nov'15 – Mar'17