**Curriculum Vitae**

**Personal Details**

* **Name: Manish Khedkar**
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* **Address: Plot No. 6, Yogakshem Layout, LIC Colony, Sneh Nagar, Nagpur – 440015**
* **Date of Birth: 02 June 1977**

**Professional Summary**

Result-oriented professional with over 22 years of experience in procurement and sales within the steel, mineral, and metallurgical sectors. Expertise in strategic sourcing, raw material procurement, vendor development, and end-to-end sales of industrial products including by-products and ferro alloys. Demonstrated success in negotiating contracts, optimizing supply chain performance, and managing customer relationships to achieve revenue and efficiency goals. Adept at working across procurement, operations, and sales teams to align material supply and market demand.

**Professional Experience**

**Gurushree Industries Private Limited, Raigarh, Chhattisgarh**

**Manager – Sales
*Feb 2025 – Present***

* Acquired and managed steel plant clients through direct visits and outreach.
* Secured and followed up on purchase orders for Dolomite, Calcined Dolomite, Ferro Vanadium, and CPC.

**Refracast Metallurgicals Private Limited, Raipur, Chhattisgarh**

**Manager – Sales
*Nov 2024 – Jan 2025***

* Identified prospects and executed sales of Synthetic Slag and Ferro Vanadium.
* Maintained business relationships with repeat buyers and traders.

**Evonith Metallics Limited (formerly Uttam Galva Metallics Ltd.), Wardha, Maharashtra**

**Deputy Manager – By-Product Sales
*Apr 2023 – Oct 2024*
Assistant Manager – By-Product Sales
*Jan 2022 – Mar 2023***

* Handled B2B and B2C sales of Fly Ash, Granulated Slag, and scrap materials.
* Negotiated pricing, created contracts, and oversaw delivery execution.

**Assistant Manager – Raw Materials Procurement
*Apr 2013 – Dec 2021*
Senior Officer – Raw Materials Procurement
*Dec 2009 – Mar 2013***

* Led procurement of Limestone, Dolomite, Quartzite, Calcined Lime, Thermal Coal, and Iron Ore.
* Developed and evaluated vendor base, floated RFQs, negotiated rates, and finalized agreements.
* Coordinated logistics and transportation; ensured timely material delivery.
* Liaised with finance for vendor payments and documentation compliance.
* Conducted supplier audits, performance reviews, and product quality checks.

**Kirloskar Ferrous Industries Limited, Hospet, Karnataka**

**Senior Officer – Materials
*Sep 2007 – Nov 2009***

* Procured Iron Ore, Manganese Ore, Limestone, Dolomite, and Lam Coke.
* Created monthly procurement plans and assessed supplier performance.
* Conducted site visits to ensure raw material quality.

**SGS India Private Limited, Nagpur, Maharashtra**

**Executive – Mineral Services
*Nov 2002 – Aug 2007***

* Supervised sampling and testing of Iron Ore, Limestone, and Thermal Coal.
* Managed field teams and coordinated mineral quality analysis for industrial clients.

**P.G. Department of Geology, Nagpur University, Maharashtra**

**Contributory Lecturer
*Jul 2001 – Oct 2002***

* Delivered theoretical and practical instruction in Applied Geology.

**Education**

* M.Sc. (Tech) Applied Geology, Nagpur University (1998 – 2001)
* B.Sc. (Chemistry, Botany, Geology), Nagpur University (1995 – 1998)

**Key Skills**

* Raw Material Procurement
* Sales & Business Development
* Vendor Identification & Evaluation
* RFQ/RFP Management
* Contract Negotiation
* Supply Chain & Logistics Coordination
* Market Intelligence & Trend Analysis
* By-Product and Ferro Alloy Sales
* Cross-Functional Team Collaboration