



MALINI DEVI

SUPPLY CHAIN MANAGEMENT /
PROCUREMENT / PURCHASING

CONTACT DETAILS

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EXPERTISE

- Leadership
- Supervision
- Territory Management
- Risk Management
- New Account Development
- Relationship Building
- Complex Negotiations
- Strong Decision-making
- Demand & Supply Analysis

EXECUTIVE SUMMARY

- Organized professional with more than 18 years of experience to lead projects, achieve the highest standards and company values.
- In-depth understanding of the managing process and focused on supplier and business satisfaction throughout all stages.
- Experienced, and expert presenter, negotiator, project manager (Localization, Cost Savings & Sourcing), and commodity management.
- A team player that resolves problems and conflicts professionally.
- Recognized for leading most tasks, assignments, streamlining business processes & managing multiple projects delivered on time & within Budget.

CAREER ACHIEVEMENT HIGHLIGHTS

- Successfully completed PO cancellation worth \$ US 30 million.
- Successfully transferred \$ US 5 million worth of machinery & components with zero cost charges by local customs.
- Achieved cost-saving for electric components with total savings of \$ US 500k through cross reference parts.
- Successfully managed to source for alternative electrical & electronic components for NPI project.
- Successfully executed PCN activities and drive as a team leader to work with EMS, internal engineers and program managers without risk of production line down.
- Successfully reduced lead time and cost reduction for Localization Program
- Successfully reduced the risks and ensure assurance of supply for the NPI Project.

KEY SKILLS

- Strong verbal and written communication skills.
- Proficient in technical skills (SAP, Oracle, Microsoft Office, Hyperion, Rapid Response, MFG Pro & QAD).
- A team leader with outstanding people management, coaching and development skills
- Abilities to build and maintain relationships with business partners.
- Excellent negotiation skills.
- Customer oriented., by ensuring their needs as a primary focus of the sales team.
- Ability to achieve set sales goals & quotas, build a sales plan and analyze data.

SUPPLY CHAIN COMMODITY MANAGER – SOURCING FOR INTEGRATED CIRCUIT (LINEAR, VLSI, ASIC, DISCRETE, CLOCK, LOGIC, MEMORY, SSD, PROGRAMMING PART, DDR) & LED/CRYSTAL

INTEL CORPORATION

Dec 2021 – Now

Achievements :

- Awarded with Factory Recognition Award 2022 & two times Division Recognition Award at 2022 and 2023
- Worked with suppliers to have a PO cancellation worth US\$30million due to demand drop at 2022 and 2023
- Lead supplier consolidation by IC Commodity to reduce the number of suppliers.
- Overcame shortages by 98% especially with key suppliers and long lead-time components.
- Successfully found alternatives for single sourced items – closed 150 items
- Build network of mutually beneficial relationships with suppliers to get good support with increasingly unpredictable marketplace.
- Worked on reducing the cost, improved the quality and received goods on time delivery.
- Eliminated excess stock and liability concerns by PO cancellations, maintained current unit price and MOQ reduction for better savings and profit margin. Total cost avoidance \$216.5k
- Achieve total cost savings of US\$608k for IC & OSC/Crystal commodity through price negotiation

Roles :

- **Commodity Management** – IC – Memory Microprocessor, Linear/Analog, ASIC, Digital, Inductors, Transistor, Converter, Mosfet, Oscillator & Resonator, etc.
- **Negotiator**– Part Cost, MOQ, Leadtime, Inco term& Payment term. Detail assessment of cost breakdown
- **Market research & Supplier Management** – to ensure AOS is not impacted & supplier performance
- **Meet** with vendors as required discuss ongoing projects
- **Supplier Selection** – identify supplier base on customer defined suppliers.

ELECTRONIC SEMICONDUCTOR COMMODITY SENIOR SOURCING ENGINEER (TEAM LEAD – SOURCING & PURCHASING)

FASTRAIN TECHNOLOGY MALAYSIA SDN BHD

Feb 2021 – Dec 2021

Achievements :

- Successfully completed over 1000 electronics components localization from 19 BOMs for initial startup projects single-handed within 4 months with 90% rate of the favorable price according to customer quoted price
- Supported various commodity components & machinery transfer from Shenzhen before logistic specialist was on board
- Lead Sourcing & Purchasing team to ensure the job tasks allocated within the team and provided training on system and functions. The team were functioning very well with a stringent timeline. Supported Spot buys requests from the Project Manager for NPI projects.
- Prepared contract agreements such as Purchasing Agreement and NDA according to Malaysian standards
- Participated and worked together with Shenzhen IT for system translation from 100% Mandarin language to English.
- Negotiated and achieved payment term establishment of 98% (between 30 days EOM to AMS 90days)
- Prepared Procurement Presentation for Director of Procurement to presented to the customer biweekly

Roles :

- **Commodity Management** – IC – Memory Microprocessor, Liner/Analog, ASIC, Digital, Inductors, Transistor, Converter, Mosfet, Oscillator & Resonator, Convertor, Resistor, Capacitors, etc.
- **Negotiator**– Part Cost, MOQ, Leadtime, Inco term& Payment term. Detail assessment of cost breakdown
- **Market research & Supplier Management** – to ensure AOS is not impacted & supplier performance
- **Meet** with vendors as required discuss ongoing projects
- **Supplier Selection** – identify supplier base on customer defined suppliers.

SENIOR GLOBAL PROJECT BUYER

TELEFLEX MALAYSIA SDN BHD

2019–2020

Achievements :

- Orchestrated the transfer of \$50K worth of machinery and components with zero customs charges.
- Achieved 100% on-time delivery for Operational Qualification (OQ) and Performance Qualification (PQ) runs.
- Provided samples for New Product Introduction (NPI) projects at no cost, including packaging items.
- Negotiated and maintained competitive pricing for small quantity purchases for NPI projects.
- Effectively sourced materials for three new projects, ensuring timely and cost-efficient procurement.

Roles :

- Develop an efficient and accurate system for monitoring all open purchase orders.
- Review and analyze closed purchase orders to identify the corresponding vendor invoice numbers.
- Make informed and professional decisions swiftly in a fast-paced environment.
- Collaborate with inventory management to ensure that all deliveries align with assigned purchase orders, and promptly report any back-ordered or missing items.
- Work closely with team members and the Procurement Manager to maintain optimal inventory levels for regularly used materials.
- Establish and maintain reliable communication channels with the field management team to ensure the accuracy of field purchase orders.
- Meet with vendors as needed to discuss ongoing projects, including new product introductions (NPI) and transfer-as-is processes.

SENIOR EXECUTIVE OFFICER

PREMIUM SOUND SOLUTIONS, MALAYSIA SDN BHD
MAR 2017 – AUG 2019

Achievements :

- Cross-reference parts were implemented to save \$200,000 on electrical component costs.
- In order to avoid production line downtime, I oversaw PCN (Product Change Notification) efforts and coordinated with EMS, internal engineers, and program managers.
- Resolved difficulties with suppliers regarding inconsistent materials, rework, and scrap by working effectively with Procurement Engineering to find and develop alternate sources of supply.
- Handled highly escalated products with short lead times and successfully supported urgent requests.

Roles :

- Create, communicate and carry out the supply chain strategies, company vision, and mission.
- Assist local supplier engagements and take the lead in commercial talks with important suppliers.
- Ensure beneficial terms and conditions by supervising contract negotiations.
- Initiate and develop alternative suppliers and materials to drive cost reduction goals while upholding critical quality standards.
- Examine and confirm the accuracy of the invoices, delivery notes, and order confirmations.
- Oversee vendor development and sourcing, including careful vendor assessment and performance review.

Extra Responsibilities :

- Developed and oversaw canteen agreements, guaranteeing reliable and high quality service.
- Chosen and worked with suitable vendors to meet the demands for various events, such as open ceremonies and cultural activities.
- Organized and sourced goodies for cultural events to enhance event experience and satisfaction.
- Organized business travels for R&D engineers' by coordinating with suitable travel agencies.
- Assessed vendor development to extend proper support in sourcing such as order confirmations, delivery notes, and invoicing management.
- Arranged for auto repair services with other providers to guarantee that cars were ready for use.
- Presided over in arrangement of hotel and airport transportation for foreign business associates, enabling seamless visits and business meetings.

SENIOR BUYER

AGILENT TECHNOLOGIES, MALAYSIA SDN BHD

AUG 2003 – FEB 2017

Achievements :

- Effectively reduced lead times and costs for the Localization Program.
- Successfully implemented localization activities with EMS partners.
- Efficiently managed the SMI program with Turnkey Suppliers.
- Achieved reductions in Minimum Order Quantities (MOQ) and lead times through cost-saving initiatives.

Roles :

- Independently managed purchasing activities for commodities including Electrical, Milling & Tuning, PCA, and Box Build.
- Oversaw pricing reviews for Contract Manufacturers (CMs) covering both existing and new outsourced models.
- Coordinated with CMs to provide inventory status reports for management review, including Excess & Obsolete (E&O) analysis.
- Collaborated with internal teams on Price Per Unit Variance (PPV), Minimum Order Quantity (MOQ) submissions, and premium claims from CMs.
- Developed and maintained an efficient system for monitoring all open purchase orders.
- Managed purchase order reports to track vendor invoice numbers for closed orders.
- Coordinated with inventory management to ensure all deliveries met purchase order requirements, reporting any back-ordered or missing items.
- Established reliable communication channels with field management to ensure the accuracy of field purchase orders.
- Collaborated with diverse functional areas including Production, Engineering, Production Control, Manufacturing Specifications, Cost Accounting, ITD, Incoming Inspection, and Procurement Engineering to address logistics challenges and coordinate material movements within the facilities.
- Addressed and resolved issues related to over-shipments with suppliers.

EDUCATION

MASTER DEGREE IN SCIENCE (INFORMATION TECHNOLOGY)

UNIVERSITY PUTRA MALAYSIA

JUNE 1999 – AUGUST 2000

BACHELOR'S DEGREE IN ARTS (MASS COMMUNICATION)

NATIONAL UNIVERSITY OF MALAYSIA

1994-1998

ADDITIONAL INFORMATION

LANGUAGES – Fluent Bahasa Malaysia, English and Tamil

EXPECTED SALARY – RM 14500

NATIONALITY – Malaysian

TRANSPORT – Own

RELOCATION – No

REFERENCES

WILL BE SENT UPON REQUEST

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