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| Ketan Patel | keetspatel@gmail.com • (713) 822-2153  [LinkedIn](https://www.linkedin.com/in/ketan-patel-063b4642/) • Houston, TX 77386| **US Citizen** |

Supply Chain and Operations Management

***Accomplished strategic leader optimizing operations and global supply chain, driving efficiency, result driven with a track record of leading high-performing teams and fostering innovation for enhanced productivity and profitability*.**

Results-driven supply chain executive with 25+ years of leadership experience in global procurement, supply chain transformation, cost optimization, operations, accounting and technology integration within the oil & gas, and manufacturing sectors. Proven expertise in strategic transformation, digital procurement, sustainability initiatives, and supplier risk management. Adept at leading cross-functional teams, leveraging data-driven decision-making, and aligning procurement strategies with corporate sustainability goals. Expert in integrating financial insights, such as planning, forecasting, P&L performance, inventory, cash flow, into strategic decision-making. Recognized for effective communication with C-level members, Executive Leaders, and VP.

Areas of Expertise

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| * S&OP+ & Demand Planning * Global Supply Chain Leadership * Supplier Performance & Relationship Management * Risk Management & Regulatory Compliance * Inventory & Procurement Optimization | * Manufacturing & Operations Alignment * ERP Systems (SAP S4 Hana, Ariba, Oracle) * International Business & Supply Chain * Digital Transformation & Automation * Supplier Relationship & Contract Negotiation * Cost Reduction & Process Improvement | * Cross-Functional & Matrix Leadership * Sox Compliance * Make or Buy Analysis * Project Management * Strategic Direction & Planning * Logistics, Warehousing & Distribution Strategy |

Career Experience

**Senior Director of Supply Chain, Planning and Inventory COE | JB Poindexter & Co, Houston, TX, USA 2024 – Present**

* Partnered with business leadership to establish targets and execute initiatives improving schedule execution, material availability, and inventory accuracy.
* Lead the development and implementation of effective supply planning as part of the comprehensive Sales Inventory Operations Planning (SIOP) process.
* Spearheaded warehouse management process improvements and technology implementation to enhance efficiency.
* Implement best practices in warehouse management, materials planning, and inventory control, reducing inventory by $70M and improved ITO by 1.5 year on year.
* Lead the development and implementation of company policies.
* Optimized raw material lead times and supplier on-time delivery, increasing production efficiency.
* Partner with executive leadership and cross-functional teams to drive supply chain innovation and transformation.
* Develop and execute a comprehensive global supply chain strategy aligned with corporate growth objectives.
* Implemented advanced forecasting and inventory management techniques to reduce lead times and improve service levels.
* Oversee supplier relationship management, reducing costs and optimizing contract negotiations for improved performance.
* Developed demand and supply planning frameworks, optimizing production schedules and inventory management.

**Operations Manager | Applied Materials, Santa Clara, CA, USA 2024 – 2024**

* Deliver cross-functional execution of divisions' operations programs to meet and exceed business unit and financial goals.
* Coordinate product portfolio prioritization and budget alignment.
* Ensure OPEX (operating expense) spending in alignment with project plans and spending target.
* Own interface points across the enterprise including supply chain and drive specific plans for continuous improvement.
* Manage and drive division COGS (cost of goods sold) reduction plans to deliver GM (gross margin) targets.
* Led supply chain operational execution, ensuring optimal balance sheet performance, cash optimization, and inventory management.

**Senior Director Global Supply Chain Operations- Eastern Hemisphere | Halliburton, Dubai, UAE 2020 – 2023**

* Oversaw $2.2B+ in annual procurement spend, leading global supply chain strategy across 70+ countries.
* Minimized annual overhead costs by $750K (25%) by instituting centralized/consolidated procurement contracting centers, resulting in streamlining the tactical procurement, improving efficiency, and reducing cycle times by 20%.
* Reduced gross inventory by $200M (21%), minimized slow-moving stock by $140M (15%), reduced lead time by 25% and slashed excess and obsolete inventory by $93M (10%) while achieving a 15-year low of 138.1 Days Inventory Outstanding (DIO).
* Lead procurement, planning, and logistics operations, ensuring efficiency and compliance with international regulations.
* Strengthened risk management strategies, ensuring compliance with global trade regulations.
* Presented supply chain strategies and accomplishments to C-level members, Executive Leaders, and VPs.
* Identified opportunities for continuous improvement across various regions, manufacturing, and within matrixed organizations.
* Implemented and rolled out Ariba, Vanguard, and SAP S4 Hana, aligning the supply chain for efficient operations.
* Developed strategic supplier partnerships, enhancing operational resilience and mitigating supply chain disruptions.
* Led P&L analysis, financial forecasting, and cost optimization strategies within supply chain operations.
* Developed and maintained supplier performance metrics to ensure high-quality service and compliance.
* Lead procurement and materials management strategies to optimize supplier performance and cost savings.
* Utilize data analytics to drive strategic decision-making and procurement performance enhancements.

**Director Supply Chain Operations – Middle East, North Africa, Asia Pacific | Halliburton Dubai, UAE 2017 – 2019**

* Managed $1.7B in procurement spend, delivering $221M in annual savings (13%) through strategic sourcing.
* Led strategic sourcing, contract management, and negotiation efforts by driving COGS optimization, and maintaining a needs-based segmented supply base.
* Played an integral role in securing advantageous vendor contracts, executing fire sales, and driving significant cost reductions in inventory by collaborating with Procurement and Logistics teams on several initiatives.
* Enhanced working capital by $87M through adept negotiation of payment terms.
* Slashed inventory-carrying costs by $700K and achieved an 80-90% reduction in lead time by optimizing chemical stocking directly from Middle Eastern vendors.
* Achieved a consistent 21% year-on-year reduction in airfreight spend by executing targeted strategies for planned material deliveries.
* Successfully met and surpassed industry standards in internal and external audits, including API Q2, ISO 9001 evaluations, OSHA, and SOX compliance.
* Established category management initiatives, aligning sourcing strategies with business objectives.
* Developed and executed multi-year category strategies to improve procurement efficiency and reduce total cost of ownership.
* Implemented risk mitigation strategies, sustainability initiatives, and supplier diversity programs.

**Manager Supply Chain Operations –Asia Pacific | Halliburton, Kuala Lumpur, Malaysia 2014 – 2016**

* Devised Halliburton’s 7-step sourcing playbook, empowering country sourcing leads and APAC team members to execute projects, resulting in savings of $13.5M.
* Earned regional management recognition by persuading stakeholders to adopt China-sourced products, generating $633K in savings for APAC within two weeks of implementation.
* Reduced monthly costs by $20K through 90% cargo consolidation across Thailand, Malaysia, and Singapore.
* Implemented Free Trade Zone (FTZ) practices in Halliburton India, reducing mobilization and demobilization times for customers and allowing equipment to remain under bond until contract availability.

**Manager Supply Chain Operations –Central Asia | Halliburton, Kuala Lumpur, Malaysia 2011 – 2014**

* Administered complete procurement lifecycle, including RFIs, RFPs/RFQs, supplier curation, contract discussions, cost modeling, benchmarking, improving Total Cost of Ownership (TCO), managing supplier vulnerabilities, addressing supplier challenges, crafting supplier scorecards, implementing strategies to optimize with sales and relationship with key suppliers.
* Drove a $406K (4.5%) cost reduction in specialty chemicals supplied by BASF by utilizing forecasting, cost analytics and strategic negotiations and kept on-time delivery at 75% and inventory accuracy at 81%.
* Implemented a vendor performance management system, leading to a 15% increase in supplier performance and a reduction in non-compliance issues by 25%.
* Ensure optimal transportation services, through carrier alliances and relationships, to support the customers, plants, and warehouses across all business units of the company and identify freight savings of $2.6M (10%).
* Designed and implemented racking projects in two warehouses improving overall efficiency.

Additional Experience

Audit Supervisor, Halliburton, Houston, TX

Financial Accountant, Reliant Energy, Houston, TX

Education & Professional Development

Bachelor of Commerce & Administration in Accounting and Management of Information Systems – Victoria University of Wellington, New Zealand

New Zealand Diploma in Business Studies – Wellington Polytechnic, New Zealand

Honors & Awards

President’s Leadership Excellence Program (PLEP), Mays Business School, Texas A&M University

Business Leadership Development (BLD) Program Level I, II & III, Mays Business School, Texas A&M University

Most Valuable Person (MVP) Award for Asia Pacific Supply Chain for 3 Consecutive Years.