

SOHAM HARMALKAR

Technical Purchasing | Strategic Sourcing | Commodity Management | Negotiations

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Available from August 2026 / Open to internship and full-time roles



€3.7M cost savings delivered | €23M procurement budget | 500+ components sourced | 35 supplier audits | 7+ yrs automotive OEM

PROFESSIONAL SUMMARY

Technical buyer with 7 years of hands-on casting and machining expertise who negotiates from the engineering side of the table. Managed procurement of 500+ components across a 25+ vendor portfolio worth €23M by conducting zero-based and should-costing on every die, fixture, and part, then closing deals that delivered €3.7M in cumulative savings. Unique edge: can read a casting simulation, estimate cycle times, challenge a supplier's cost sheet line by line, and spot a quality risk before it reaches the plant. Sourcing goods across India for international clients from UK, South Korea, and USA. Completing MBA at HHL Leipzig; seeking technical purchasing or commodity management roles in German automotive, aerospace, or manufacturing.

KEY RESULTS AT A GLANCE

€3.7M cumulative cost savings delivered
€23M procurement budget controlled
500+ components sourced & industrialized
150 parameters in self-built rating system

25+ suppliers managed simultaneously
35 supplier audits conducted
50% faster supplier qualification (digital)
4 countries in sourcing network

CORE COMPETENCIES

- Zero-Based Costing / Should-Costing
- Cost Sheet Analysis & Quote Synthesis
- Value Engineering / Material Substitution
- Casting & Machining Commodity Expertise
- Supplier Negotiation (die, fixture, part)
- Supplier Selection & Nomination
- Supplier Auditing & Capability Ranking
- Contract & Payment Management
- SAP MM (PO, Payments, Vendor Master)
- APQP / PPAP / Supplier Qualification

PROFESSIONAL EXPERIENCE

Bajaj Auto

Jan 2022 – Feb 2024

Manager, Component Development & Supplier Management

Pune, India

OEM — €28B market cap — Triumph, KTM, Husqvarna, Bajaj platforms

- Controlled a €23M procurement budget (dies, fixtures, facilities) across 200+ casting and machining components for 8–10 vehicle platforms — from supplier nomination through PO release to final PPAP sign-off.
- Performed zero-based costing on every die and fixture and should-costing on every part price by breaking down cycle time, material cost, scrap rates, and overheads to negotiate from a position of engineering knowledge, not guesswork.
- Delivered €1.5M+ annual savings: replaced AlSi9MnMg with ADC12 on three-wheeler handlebars (presented business case to Bajaj's MD), negotiated tighter die costs through ZBC, and optimized supplier processes to reduce scrap.
- Managed 20–25 concurrent suppliers using a self-built 150-parameter capability rating system that matched part complexity to vendor strengths, which was adopted department-wide.
- Ran end-to-end supplier feasibility for each new component: die manufacturing, machining fixture design, leakage testing, quality inspection plan, packaging and also estimated cycle times to validate supplier quotes against internal benchmarks.
- Generated purchase orders in SAP MM (signing authority €25K), coordinated advance and milestone payments with finance, and tracked supplier delivery performance against program milestones.
- Established tighter supplier tolerances and automated X-ray inspection (ASTM E2422) for Triumph UK partnership for balancing Triumph's premium quality demands with Bajaj's cost targets.
- Launched quarterly vendor reviews and cross-supplier workshops which created transparency and competitive pressure that drove year-on-year quality improvement across the supply base.

Mahindra & Mahindra*Deputy Manager, Powertrain Procurement & Development*

OEM — €40B market cap — Thar, XUV700, 15 engine platforms

- Sourced and negotiated **300+ powertrain components** (cylinder block, cylinder head, crankcase, bedplate, oil sump) across **30 suppliers**, which included cross-border commercial coordination with DR Axion (South Korea) for India's first aluminium diesel engine block.
- Drove **€2.2M cost savings** across 15 platforms: negotiated wall thickness reductions with R&D, pushed die tool re-designs with suppliers, and cut casting rejection from 15% to 5%.
- Built supplier cost analysis capability: standardized quote synthesis covering casting and machining cycle time breakdowns, material costing, scrap modeling, and overhead allocation that gave the team a repeatable negotiation framework.
- Created a digital PPAP workflow with IT which **halved supplier PPAP qualification time**, accelerating program readiness across all platforms.
- Recognized in **top 1%** (6 awards). Promoted to Deputy Manager in 3 years vs. typical 4–5.

Jan 2020 – Dec 2021*Pune / Chennai, India***Mahindra & Mahindra***Post Graduate Engineering Trainee*

- Audited **35 casting suppliers** (20 M&M + 15 Tier 1) and built the 150-parameter ranking framework that became the department standard for data-driven supplier selection.
- Launched vendor workshops where competing suppliers shared performance data, which in turn created a benchmarking culture that accelerated capability improvements across the casting supply chain.
- Secured continuity of **150+ component** procurement during COVID-19, renegotiating timelines and logistics to meet India's BS6 emission compliance deadline.
- Coordinated cross-border sourcing with Mahindra North American Technical Centre and SsangYong Motor (South Korea).

Jan 2017 – Dec 2019*Pune / Chennai, India***EDUCATION**

HHL Leipzig Graduate School of Management, Germany

MBA – Strategy, Innovation Management, Technology Consulting

Sep 2025 – Aug 2026 (exp.)

- Focus Areas: Corporate & Business Strategy, Innovation Management, Product Growth, Problem Solving & Communication, Technology & Digital Consulting
- Activities: Engaged in case-based learning, leadership development, and cross-cultural team projects

Indian Institute of Technology (IIT) Kharagpur, IndiaM.Tech., Manufacturing Science & Engineering · **9.24/10, 3rd in class**

2014 – 2016

Shivaji University, IndiaB.E., Production Engineering · **73.21%, 8th in University**

2010 – 2014

LANGUAGES

English (C1) · German (A2, improving) · Marathi (Native) · Hindi (Fluent)