

Atif Ali Khan

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Executive Summary

Global Strategic Sourcing & Procurement transformation leader with **20+ years** of experience across **GCC, Aviation, FMCG and Real Estate** industries. Proven expertise in **leading enterprise procurement, sourcing transformation, supplier governance, procurement operations** and leading global procurement teams.

Proven track record in building and scaling global procurement organizations, driving multi-million-dollar cost optimization programs, leading procurement digitalization initiatives, and establishing high-performing supplier ecosystems across **India, Asia, Middle East, LatAm, and North America**.

Recognized for driving enterprise-wide procurement maturity, governance excellence, operational scalability, and data-driven procurement strategies aligned with business growth objectives.

Certified **CPSM®**, **CGNE™**, **Lean Six Sigma** GB, with executive leadership training from **IIMs**. Industry thought leader and guest faculty on procurement transformation.

Core Competencies

1. Global Strategic Sourcing & Category Management
2. Supplier Relationship & Performance Management (SRM/SPM)
3. Third Party Risk Management (TPRM)
4. Digitization Transformation (SAP Ariba, Oracle Fusion, PeopleSoft, QlikView)
5. Total Cost of Ownership (TCO) Optimization & Value Engineering
6. Procurement Analytics & Data driven decision making
7. Contract Lifecycle Management
8. ESG, Compliance & KPI Governance
9. Cross-functional Leadership & CXO Collaboration
10. Procurement Shared Services / GCC Operations
11. Continuous Process improvement and Change management
12. Global Team Leadership & Capability Building

Career Experience

Senior Director & Head Procurement | Table Space Technologies Ltd.

Oct 2024 – Jan 2026 | Bengaluru

Led Procurement and supply chain for India business, driving procurement transformation, supplier governance, and strategic sourcing initiatives across multiple spend categories.

- Drove procurement category strategy across Facilities, IT, Telecom, Marketing, HR, Travel, Professional Services, Labor, and Infrastructure.
- Spearhead **Oracle-driven P2P transformation** to enhance performance excellence, governance, process efficiency, control and operational scalability.
- Established procurement **KPIs, governance** frameworks, and **analytics dashboards** to support data-driven decision-making.

- Drove **supplier consolidation**, strategic **negotiations**, and commercial optimization initiatives delivering measurable **cost efficiencies**.
- Developed **supplier performance** and **risk governance** models to strengthen **compliance**, business continuity, vendor accountability and risk mitigation.
- Partnered with **CXOs** and business leadership to align procurement strategies with expansion, operational, and financial objectives.
- Lead and mentored procurement and supply chain **teams** while driving a culture of accountability and continuous improvement.

Associate Director (SDL) – Procurement | MetLife GOSC Pvt. Ltd.

Aug 2010 – Oct 2024 | Noida

Build and scaled the procurement function within the GCC ecosystem supporting global Procurement in alignment with enterprise strategies.

- Built and institutionalized strategic **procurement capabilities** aligned with enterprise procurement objectives across multiple global regions.
- Led **global sourcing** initiatives across IT, Professional Services, HR, Real Estate, Facilities and Travel categories.
- Designed and governed industry-leading **policies and procedures**, ensuring effective control and alignment with enterprise standards.
- Delivered sustained annualized savings exceeding **10% YoY** through strategic sourcing, supplier negotiations, demand management, and commercial optimization.
- Led procurement transformation and automation initiatives leveraging **SAP Ariba, PeopleSoft, QlikView**, and digital procurement solutions, improving operational **efficiency by 20%**.
- Developed procurement analytics **dashboards** and **KPI** governance mechanisms enabling leadership visibility and data-driven procurement decisions.
- Designed and implemented enterprise-wide Supplier Relationship Management (**SRM**), Supplier Performance Management (**SPM**), and Third-Party Risk Management (**TPRM**) frameworks.
- Collaborated with **cross-functional** leaders (Business, Finance, Risk, Legal, SEZ, Compliance) to support enterprise governance and transformation initiatives.
- Led **contract lifecycle** governance ensuring risk mitigation, business continuity, and regulatory compliance.
- Successfully managed internal, statutory, and external **audits** for over a decade with **zero non-conformities**.
- Built and mentored high-performing procurement **teams** across multiple geographies.

Earlier Career (Foundational Procurement & Supply Chain Roles)

InterGlobe Enterprises | Reliance Retail | Hindustan Coca-Cola Beverages | Asian Paints
2004 – 2010

Progressive procurement and supply chain roles across **IT, Telecom, FMCG, Retail, Logistics, and Manufacturing**, building strong grounding in sourcing, negotiations, supplier management, and operations.

Key Achievements

- Led enterprise procurement **digital transformation** programs delivering over **20%** process efficiency improvement.
- Delivered **15%+ savings** across large-scale multi-million-dollar infrastructure and fit-out programs exceeding **1M+ sq. ft.**
- Achieved consistent **10%+ annual** procurement savings despite inflationary market conditions.
- Implemented enterprise Third-Party Risk Management (**TPRM**) framework aligned with global compliance standards.
- Led procurement **KPI** and **analytics dashboard** implementation enabling real-time performance governance.
- Consolidated supplier base by **30%**, improving governance, spend visibility and risk reduction.
- Designed and implemented global procurement **governance** and **policy** frameworks across organizations.
- Successfully executed **GST** implementation and **ERP** alignment for sourcing and contracting processes.
- Led **Lean Six Sigma** initiatives improving procurement operational efficiency by **25%+.**
- Efficient **Inventory Management** yield Material Stock Variance reduction from 0.25% to 0.017%
- Introduced **supplier recognition and engagement** programs improving supplier collaboration and performance.

Awards & Recognition

- Recipient of multiple procurement **leadership and sourcing excellence awards**
- Industry **speaker** on Procurement Transformation and GCC Procurement Leadership
- **Guest faculty** on strategic sourcing and procurement excellence
- Published thought leadership article on Supply Chain Technology Transformation

Education & Certifications

- **MBA** in Materials Management, MPBOU
- Certifications: CPSM®, CGNE™, CPP, Lean Six Sigma GB, Blockchain trained
- Executive Leadership Programs: IIM Ahmedabad, IIM Lucknow, IIM Indore

Thought Leadership

- Industry speaker and guest faculty on **Procurement Transformation & GCC Leadership**
- Published: *The Next Big Thing in Supply Chain Tech* – Journal of Supply Chain Link ->> [Click here](#)