



ABHIMANYU ARYA

Age: 43 Years | Experience: 18 Years

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CERTIFICATE

- Benchmarking, NIFM, Faridabad
- Financial Decision Making, NIFM, Faridabad
- Acquisition Management, CDM, Secunderabad,
- Contract Management- ICAI, Delhi
- Arbitration, ICAI, Delhi



KEY SKILLS

- Defence Procurement Procedure & Strategy
- Developing and Management of Defence Aerospace Procurement
- Benchmarking and Contract Negotiations
- Stakeholder Engagement & Management (Private entities, DRDO & DPSUs)
- Cross Functional Leadership and Strategy
- Risk Assessment & Mitigation

A result oriented Naval aviator having 18+ years' experience with core expertise in Defence/ Government Procurement Policies and Projects. Possessing a proven track record of successful Conceptualising, Conclusion and Management of Defence Aerospace contract In close co-ordination with Ministry of Defence. Strategise defence acquisition policy roadmap for Naval aviation and successfully concluded/ progressing Capital Aviation contracts (Aircraft and UAVs) with leading aerospace OEMs, DPSUs and DRDO worth 69,000 Cr. Facilitated leading Aerospace OEMs toward indigenous manufacturing/ development through JVs/ Transfer of Technology with Indian Defence entities and DPSUs.

AVIATION PROCUREMENT & PROJECT MANAGEMENT

- Formulated contractual terms while mitigating risk to concluded three Lease contracts (first in SE Asia) for MQ 9B Predator UAV through firm negotiations & proactive vendor interaction worth 750 Cr. Led competitive bidding processes and contract negotiations to conclude maiden contract for Hermes Starliner UAV & Four Scheibel S100 Camcopter (Shipborne UAV) worth 600 Cr. As Member of Cost Negotiation Committee, provided breakthrough solutions to concluded Commercial negotiations for Joint Services 32 MALE UAVs case worth 2 Bn USD and is presently undertaking Benchmarking & Price Negotiations for worth 2500 Cr. Conceptualized qualitative requirements and Acquisition Methodology for in progress maiden Joint services indigenous C-295 maritime aircraft case in close coordination with indigenous Entity, DRDO and OEM. Steered Cross -functional teams from Ministry of Defence, Tri Services officials toward acquisition methodology for in progress First Ever contract for 31 MQ 9B Predator drones through proactive engagements with OEM and USG. Developed and executed government relations strategies with Ministry of Defence (Acquisition Wing), DPSUs and DRDO to advocate interests of naval aviation

AIR OPERATIONS & RISK MANAGEMENT

- As Head of Operations of Maritime aircraft squadron implemented best management practices, mentored and led the team of multi-disciplined aircrew to achieve objectives Ensured 98% serviceability & Executed Multi-lateral/ Bi-Lateral Air Operations involving Friendly Foreign countries.

LEADERSHIP & SUPPLY CHAIN MANAGEMENT

- Ensured combat effectiveness and morale setting for 100 personnel through strategic direction, fostering best management/ safety practices. vendor engagement with leading Defence shipyard toward timely completion of maiden Medium Refit modernization of ship with valuation over 150 Cr preventing cost overruns

DIPLOMATIC MISSION

- As Head of Operations established First ever Semi diplomatic mission for Republic of Seychelles toward assistance in Anti -Piracy sustaining uninterrupted 12 months volatile operations. Diplomatic Engagement with officials of Seychelles Govt and other nations.