



ABHIMANYU ARYA

Age: 43 Years | Experience: 18 Years

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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

- Strategized acquisition policy roadmap for Naval aviation, aligning objectives with the Ministry of Defence within tenets of Defence procurement policies.
- Steered Cross-functional teams from Ministry of Defence (Acquisition, Finance), Tri Services officials toward acquisition methodology in progressing high value capital aviation contracts worth Rs 67000 crores with leading aviation OEMs, DRDO and DPSUs.
- Spearheaded the Conceptualisation & Acquisition methodology to concluded maiden three Lease contracts (first in SE Asia) for MQ 9B Predator UAV and presently also progressing capital procurement of 31 MQ 9B Predator UAVs from USG.
- Lead Acquisition team in Executing first ever contract for Hermes Starliner UAV & Scheibel S100 Camcopter UAV worth 600 Cr from involving conceptualising to conclusion and same are being aggressively managed.
- As Member of Cost Negotiation Committee of MoD/ MoF, provided breakthrough solutions to concluded Commercial negotiations for MALE UAVs case worth 2 BUSD
- Conceptualized qualitative requirements and Acquisition Methodology for in- progress maiden indigenous C-295 maritime aircraft case in close coordination with indigenous Entity, DRDO and OEM.
- Drive indigenous manufacturing and development of aviation sensors/platforms through Joint Ventures and Transfer of Technology initiatives with Indian Defence entities and DPSUs as per GoI initiatives
- Fostered & maintained strong relationships with Aerospace OEMs, DPSUs and DRDO promoting collaboration and knowledge exchange in the aviation and aerospace sector.
- Oversee the planning, execution, risk assessments and develop mitigation strategies to address potential project challenges and maintain project timelines for the concluded capital aviation contracts.
- Collaborated with cross functional teams including operations, engineering, quality assurance, and all stake holders to maintain strict project milestones

OPERATIONS & RISK MANAGEMENT

- Ensured 98% serviceability of mission aircraft round the year through forecasting demands and executed Multinational 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

DIPLOMATIC MISSION

- Diplomatic Engagement with officials of Seychelles Govt and



EDUCATION

- BSc, Naval Science (Goa University, Goa) 1997 -2000
- MSc , Telecom (CUSAT, Kochi) 2008 -2009
- MSc, Defence & Strategic Studies (Madras University, Madras) 2015 -2016
- Senior Leadership & Advanced Management Course (AMP-17) , Business & Corporate Strategy (IIM, Bangalore) 2022 -2023
- Global Supply Chain Management & International Trade, Business Management (IIFT, Delhi) 2023



CERTIFICATION

- 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
- Benchmarking and Contract Negotiations
- Stakeholder Engagement & Management (Private entities, DRDO & DPSUs)
- Cross Functional Leadership and Strategy
- Risk Assessment & Mitigation
- Business Development in Aerospace Sector

