



# 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 67,000 Cr. Facilitated leading Aerospace OEMs toward indigenous manufacturing/ development through JVs/ Transfer of Technology with Indian Defence entities and DPSUs. Executed Operations from diverse geographies including diplomatic missions in Seychelles. As I am bound for transition, seeking Corporate leadership role in Acquisition, Program Management and Business Development in the Aviation & Aerospace Industry.

## 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 MoD (Acquisition, Finance), Tri Services officials toward acquisition methodology in progressing aviation contracts worth Rs 67000 crores with leading aviation OEMs, DRDO and DPSUs.
- Spearheaded the Conceptualisation & Acquisition methodology in concluding maiden three Lease contracts (first in SE Asia) for MQ 9B Predator UAV & 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 development of aviation sensors/platforms through Joint Ventures & Transfer of Technology initiatives with Indian Defence entities and DPSUs
- Fostered & maintained strong relationships with Aerospace OEMs, DPSUs and DRDO promoting collaboration and knowledge exchange in the aviation and aerospace sector.
- Oversee planning, execution, risk assessments & mitigation strategies to 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



## 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



## CERTIFICATIONS

- 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

## DIPLOMATIC MISSION

- Diplomatic Engagement with officials of Seychelles Govt and streamlined Air operations doctrine for Seychelles Defence Forces