



# LALIT KUMAR (Air Veteran)

## Contracts & Commercial Manager

Contract Lifecycle Mgmt | Defense Procurement | Commercial Negotiation | Vendor Management

+966 506 546 602

lgsbypassion@gmail.com

linkedin.com/in/lalitkumar2

www.workableidea.com

Riyadh, Saudi Arabia

20 years in the Indian Air Force taught me one thing — contracts either protect you or expose you. I have managed procurement, vendors, and commercial agreements across defense and aviation, always as the person responsible when things go right or wrong. Now at Flynas in Riyadh, I bring that same ownership to every contract I touch.

### PROFESSIONAL SUMMARY

- 20+ years contracts & procurement — defense to aviation
- Sensitive contracts — explosives, missiles, liquid O2, compressed gases
- Single point of contact across legal, finance and operations
- Uncovered fuel theft — saved crores in public funds
- Advanced Excel | Power BI | ERP since 2006

### CORE SKILLS

- Contract Lifecycle Management
- Commercial Negotiation
- Defense & Gov. Procurement
- Vendor & Supplier Management
- Bid & Proposal Support
- Risk & Compliance Management
- Contract Documentation
- Stakeholder Management
- Advanced Excel & Power BI
- MS Project | ERP Systems

### EDUCATION

#### MBA — Logistics & Supply Chain

Shoolini University | 2024 (Pursuing)

#### BSc — Logistics & Supply Chain

Indian Air Force | 2004–2019 | Grade A

#### MA — English Language & Literature

Manonmaniam Sundaranar Univ | 2011–14

### CERTIFICATIONS

- AI for Professionals — Oxford (2025)
- Business Analyst Power BI — Edureka (2024)
- Supply Chain Mgmt — Alison (2024)
- Six Sigma Supply Chains — Alison (2024)
- Design Thinking — Simplilearn (2024)
- Entrepreneurship Dev. — NIESBUD (2024)

### LANGUAGES

English | Hindi | Gujarati | Assamese

### WORK EXPERIENCE

#### Corporate Support Services Manager

Flynas — Riyadh, Saudi Arabia

Oct 2024 – Present

- Managing fuel procurement contracts and commercial vendor agreements
- Single point of contact for all contractual matters — legal, finance and operations
- Coordinating contract renewals, compliance, documentation and audit readiness
- Set up new warehouse from scratch — layout, equipment and operations

##### KEY ACHIEVEMENTS

- Zero fuel contract compliance issues since joining flynas
- Operationalized new warehouse within planned timelines

#### Senior Manager — Warehouse Operations

Indian Air Force — Kanpur, India

May 2020 – Sep 2024

- Managed contracts & procurement for 25,000+ aviation spare parts across 350,000 sq ft
- Handled demand reception, indent placement and vendor materialization
- Ensured contract compliance and stocking levels for operational readiness

##### KEY ACHIEVEMENTS

- 99% on-time delivery through vendor management and disciplined forecasting
- Zero critical stock-outs during entire tenure

#### Fuel Store Manager

Indian Air Force — Jamnagar, India

May 2018 – May 2020

- Managed fuel procurement contracts and vendor compliance agreements
- Administered indents, consumption calculations, forecasting and audit records

##### KEY ACHIEVEMENTS

- Fuelled 1,500 vehicles daily during pandemic — zero disruption
- Uncovered fuel theft — blacklisted vendor, saved crores in public funds

#### Receipt & Dispatch Supervisor

Indian Air Force — New Delhi, India

May 2013 – May 2018

- Managed nationwide reception, calibration and load testing of defense materials
- Coordinated with vendors on contractual delivery obligations and compliance

##### KEY ACHIEVEMENTS

- 15% increase in process efficiency through continuous improvement
- Zero quality failures during nationwide calibration operations

#### Compressed Gases & Lubricants Store Executive

Indian Air Force — Port Blair, India

May 2008 – May 2013

- Managed aerolubes contracts for fixed and rotary wing aircraft
- Oversaw compressed gases, liquid oxygen and ATF fuel procurement and accounting

##### KEY ACHIEVEMENTS

- 100% contract compliance — zero expiry losses through proactive life monitoring

#### Ration Store Executive

Indian Air Force — Guwahati, India

Sep 2004 – May 2008

- Managed ration supply contracts with army and civil vendors
- Ensured forecasting, compliance and accountability for 1,000+ personnel

##### KEY ACHIEVEMENTS

- Zero quality failures across five mess operations simultaneously
- Built strong vendor relationships ensuring consistent contract performance