



EKJYOT CHAHAL

Founder and Director, GagnaPro Solutions | Certified Independent Director | Procurement, Risk Governance, ESG and Digital Transformation Leader

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EDUCATION

- MBA, Business Administration – Punjabi University, Patiala (1989–1991)
- BA (Honors), Economics – Punjabi University, Patiala (1986–1989)

CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

Governance & Board Leadership

- Certified Independent Director – Indian Institute of Corporate Affairs (IICA)
- International Corporate Director Program (ICDP)
- Tata Business Excellence Group (TBExG) – Gold Certified Assessor

Risk & Compliance

- Risk Management Professional
- ESG Certification

Project & Process Management

- Project Management Professional (PMP®) – Project Management Institute (PMI)
- SAFe® Agilist (Scaled Agile Framework)
- Lean Six Sigma – Black Belt
- Process Mapping Specialist

PROFESSIONAL SUMMARY

Founder of GagnaPro Solutions and a board focused procurement, supply chain, risk, ESG, and digital transformation executive with 32 years of leadership experience across aviation, public sector operations, Tata Group environment, and complex supplier ecosystems. Certified Independent Director with deep expertise in enterprise procurement governance, Third Party Risk Management, sustainable procurement, audit compliance, digital transformation, and stakeholder accountability.

Recognised for building resilient procurement and supplier governance frameworks across high value, multi jurisdictional operating environments involving \$1B+ spend across 6,000+ suppliers. Experienced in partnering with executive leadership, audit teams, cross functional stakeholders, and transformation teams on cost governance, supplier risk, compliance architecture, ESG integration, and digital enablement.

Offers a board ready perspective on how procurement and supply chain decisions affect enterprise risk, financial resilience, regulatory exposure, business continuity, and long term value creation. Combines strategic oversight with practitioner depth across policy, governance, digital systems, supplier performance, sustainability, and organisational transformation.

BOARD VALUE PROPOSITION

Offers a distinctive boardroom perspective on procurement as an enterprise control system, connecting supplier ecosystems, risk governance, ESG accountability, digital transformation, and financial value protection.

Provides oversight perspective on supplier concentration risk, Third Party Risk Management, sustainable procurement, transformation governance, procurement controls, digital adoption, audit readiness, and business continuity across complex, regulated, and multi stakeholder environments.

CORE COMPETENCIES

Board and Governance Oversight

- Corporate Governance | Independent Director Perspective | Audit Committee Interface | Enterprise Risk Oversight | Policy Governance | Ethical Business Practices | Stakeholder Accountability

Procurement and Supply Chain Governance

- Strategic Procurement | Supplier Relationship Management | Third Party Risk Management | Supplier Performance Governance | Category Strategy | Contract Governance | Cost and Value Governance

Risk, Compliance and Resilience

- Enterprise Risk Management | Supplier Risk Oversight | Regulatory Compliance | Internal Controls | Business Continuity | Crisis Management | Fraud Risk Mitigation | Multi Jurisdictional Supplier Governance

ESG & Sustainable Procurement

- Sustainable Procurement | ESG Integration | Ethical Supply Chains | Circular Economy | Environmental and Social Impact Assessment | Supplier ESG Due Diligence | Sustainability Reporting Enablement

Digital and Transformation Governance

- Digital Procurement Transformation | SAP Ariba | SAP S/4HANA | Icertis | Analytics and Dashboards | Transformation Governance | Change Management | Process Automation | AI Enabled Procurement

Executive Leadership

- C Suite Advisory | Cross Functional Leadership | Public Sector and Corporate Experience | Merger Integration | Organisational Transformation | Strategic Communication | Board Level Reporting

PROFESSIONAL EXPERIENCE

GagnaPro Solutions Pvt. Ltd. | April 2026 to Present Founder and Director

Founded GagnaPro Solutions as a strategic advisory firm focused on procurement transformation, supplier risk governance, ESG integration, digital procurement, shared services, and enterprise value protection.

Advises organisations on strengthening procurement governance, improving spend visibility, enhancing supplier performance, institutionalising Third Party Risk Management, and aligning procurement with CFO, board, audit, and sustainability priorities.

Developed the G Value Procurement System™ as a structured advisory framework to help enterprises identify value leakage, assess procurement maturity, strengthen control architecture, and improve measurable business outcomes.

Selected focus areas:

Procurement Transformation | Supplier Relationship Management | Third Party Risk Management | ESG and Sustainable Procurement | Digital S2P Enablement | Shared Services | Category Management | Process Governance

AIR INDIA LTD | 1993 – 2026

Associate Vice President – Procurement & Supply Chain | April 2023 to March 2026

Served Air India across a 32 year career spanning Government of India ownership, public sector operations, transition to Tata Group ownership, and large scale aviation transformation. Held progressive leadership roles across procurement, supplier relationship management, inventory management, digital transformation, governance, ESG, and supply chain operations.

Led enterprise level procurement and supplier governance across a \$1B+ supplier portfolio and 6,000+ vendors, supporting aviation critical operations across sourcing, contracts, supplier risk, digital procurement, ESG integration, audit compliance, and business continuity.

Strategic Procurement & Supplier Relationship Management

- Managed \$1B+ total spend across a strategic portfolio of 6,000+ global suppliers spanning 12+ aviation-critical spend categories, including IT services, ground handling, inflight services, MRO, engineering spares, and professional services, while executing enterprise-wide supplier rationalisation and classification programs and implementing a centralised Shared Services model in 2023 that reduced buyer headcount from 20 to 6 and cut procurement lead time by 50%.
- Delivered quantified value through strategic sourcing and innovation, achieving 40-45% cost reduction on major engagements (SAP Ariba platform, implementation partners, TPRM solution), pioneering Vendor Grievance Redressal Cell on ServiceNow platform (2024) with predefined SLAs improving vendor satisfaction, and initiated the establishment of a Centre of Excellence for procurement best practices across Tata Group aviation entities

Third-Party Risk Management & Governance

- Architected an enterprise wide Third Party Risk Management framework in November 2022 covering 4,000+ critical suppliers, with due diligence protocols across financial stability, legal compliance, operational capability, cybersecurity, negative media screening, and ESG parameters. Consolidated fragmented supplier information into a unified governance system, strengthening data accuracy, real time monitoring, fraud risk mitigation, duplicate payment controls, and operational resilience.
- Contributed to governance excellence through Tata Business Excellence Group assessment assignments, conducting subject matter expert assessments for TBExG in TM International Logistics (2022) and Indian Hotels Corporation Limited (2023), partnering extensively with other group assessment team members to assess organisation maturity across defined parameters and assessment criteria.
- Partnered with audit teams throughout career to maintain compliance, achieving sustained improvements in control effectiveness and ICOFR adherence

- Inspiring Board Director of the Year Award – Corporate governance and sustainable business leadership
- Rapid SAP Ariba Implementation and adoption Award (SAP, 2024) – Air India's transformational procurement digitization
- Third Party Risk Governance Framework – 4,000+ suppliers under comprehensive risk monitoring
- Enterprise Value Protection and Cost Governance – 40-45% savings on major sourcing initiatives totalling \$100M+ in value
- Digital Procurement and Transformation Governance – SAP Ariba, SAP S/4HANA, Icertis implementation driving 50% efficiency gains
- ESG Linked Circular Economy and Value Recovery Initiative – Rs 40 Cr+ revenue generation with ESG impact tracking
- External Thought Leadership and Governance Advocacy – Panelist at SAP Spend Connect Vienna (2023) on Category Management and Delhi (2024) on Total Spend Management

BOARD AND ADVISORY CREDENTIALS

- Certified Independent Director, Indian Institute of Corporate Affairs
- International Corporate Director Program
- ESG Certification
- Risk Management Professional
- Tata Business Excellence Group, Gold Certified Assessor
- Recipient, Inspiring Board Director of the Year Award
- Speaker and panelist on procurement transformation, category management, and total spend governance

ADDITIONAL INFORMATION

Professional Memberships: Project Management Institute (PMI)

Languages: English (Fluent – Written & Spoken), Hindi (Fluent), Punjabi (Native)

Proficiencies: SAP Ariba, SAP S/4HANA, Icertis, ServiceNow, SAP Analytics Cloud, Power BI, Microsoft Office Suite (Advanced), AI enabled procurement transformation

Geographic Experience: Multi-jurisdictional supplier management and stakeholder engagement across Asia-Pacific, Europe, Middle East, and North America

Industry Speaking Engagements:

- Panelist – SAP Spend Connect, Vienna (2023): Category Management Best Practices
- Panelist – SAP Spend Connect, Delhi (2024): Total Spend Management Strategies

Board and Advisory Interests:

Independent Director roles, advisory board positions, procurement and supply chain governance mandates, ESG and supplier risk oversight, digital transformation governance, and strategic business advisory assignments.

Digital Transformation & Process Excellence

- Led award winning SAP Ariba, SAP S/4HANA, Icertis, analytics, and supplier collaboration ecosystem implementation, creating stronger procurement visibility, compliance tracking, executive dashboards, and decision support for CFO and audit stakeholders.
- Transformed procurement operations through automation and strategic outsourcing, reducing manual touchpoints by 50%+, improving procurement cycle efficiency, enabling real-time compliance tracking, and outsourcing warehouse management operations (2023) achieving 50%+ manpower reduction while improving service levels and establishing data-driven decision-making frameworks

ESG & Sustainable Procurement

- Spearheaded comprehensive ESG integration across the supply chain by developing and implementing the Sustainable Procurement Policy during 2024 to 2025, establishing frameworks for environmental and social impact assessment, and embedding ESG criteria into supplier due diligence, performance monitoring, and strategic sourcing decisions. Pioneered a sustainable disposal and value recovery program generating INR 40 Cr+ revenue, with post sale ESG data tracking to support circular economy reporting.
- Built organisational ESG capability by planning and executing training workshops for internal buyers and external supplier community (Q1 2025) to drive awareness and alignment on sustainability objectives, ethical practices, and environmental stewardship while ensuring sustainability considerations influence supplier selection, contract awards, and ongoing relationship management

Leadership, Crisis Management & Organisational Development

- Led large-scale operations and crisis response, managing cross-functional teams of 250+ members across inflight stores and aircraft field spares (2017-2022) with 24x7 operations including inventory management, logistics, customs liaison, and AOG support, while successfully navigating COVID-19 pandemic (2020-2021) by coordinating international suppliers amid restrictions, securing complex government approvals across jurisdictions, and onboarding alternate sources to maintain operational continuity
- Navigated three major strategic transformations, actively participating in procurement and supply chain integration for Air India-Indian Airlines merger (2007-08), Air India disinvestment and transition to Tata Group ownership (2021-2022), and Air India-Vistara merger (2024), ensuring seamless vendor transitions, contract harmonisation, and operational continuity while managing stakeholder expectations across complex organisational changes
- Built organisational capability and strengthened professional recognition, delivering 50+ training workshops on procurement best practices, ERP systems, and risk awareness to build supplier and internal competency, managing progressive Materials Management roles (1993-2014) including inventory planning and network-wide verification, and receiving Inspiring Board Director of the Year Award for contributions to corporate governance and sustainable business practices