



SAARTHI - सारथी

करियर मार्गदर्शन पोर्टल · Career Guidance Portal

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करियर शीट · CAREER SHEET

क्रय और सामग्री प्रबंधक

A Purchasing & Materials Manager runs a company's procurement — deciding which materials, raw goods or services are needed and in what quantity, finding good suppliers, negotiating price and terms, and buying the right quality at...



Scan for everything on this career

Salary, exams, colleges, the routes in and the steps after — all on the portal.

career.gsssjethantri.in/#/career/purchasing-materials-manager

राजकीय उच्च माध्यमिक विद्यालय, जेठन्तरी

Govt. Sr. Sec. School, Jethantri · ब्लॉक समदड़ी · बालोतरा (Block Samdari · Balotra)

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सुशील कुमार शर्मा

प्रधानाचार्य, रा.उ.मा.वि. जेठन्तरी · मास्टर ट्रेनर
Principal, GSSS Jethantri · Master Trainer



श्री चेनाराम चौधरी

प्रधानाचार्य, डाइट बाड़मेर
Principal, DIET Barmer



श्रीमती संघमित्रा

वरिष्ठ व्याख्याता, डाइट बाड़मेर (सहयोग)
Sr. Lecturer, DIET Barmer (Support)



भरत चौधरी

अभिकल्पना व विकास · व्याख्याता (इतिहास)
Designed & developed · Lecturer (History)

विशेष धन्यवाद · SPECIAL THANKS



सुरेन्द्र सिंह राठौड़

व्याख्याता (इतिहास) · रा.उ.मा.वि. कानाना



सुरेश कुमार सैन

व्याख्याता (भूगोल) · रा.उ.मा.वि. रामसीन मूंगड़ा



वनिता कुमारी

व्याख्याता (इतिहास) · रा.उ.मा.वि. रामसीन मूंगड़ा



कमलेश चौधरी

व्याख्याता (राजनीति विज्ञान) · रा.उ.मा.वि. टापरा

करियर मार्गदर्शन कार्यशाला, डाइट बाड़मेर (14-17 जुलाई 2026) में विकसित व लोकार्पित
Developed & unveiled at the Career Guidance Workshop, DIET Barmer (14-17 July 2026)

यह एक स्वतंत्र परियोजना है, जो सरकार की आधिकारिक करियर-मार्गदर्शन सामग्री पर आधारित है। · An independent project based on the Government's official career-guidance content.

1 About this career

A Purchasing & Materials Manager runs a company's procurement — deciding which materials, raw goods or services are needed and in what quantity, finding good suppliers, negotiating price and terms, and buying the right quality at the right time at the most cost-effective price. They manage supplier relationships, purchase orders, contracts, budgets and stock levels, working closely with production, finance and store teams. It is a responsible, analytical and negotiation-driven career that is growing fast across manufacturing, retail, infrastructure and PSUs.

2 At a glance

Minimum qualification	Graduate; MBA/PGDMM (Materials Mgmt) preferred
Course duration	3-yr degree + 2-yr MBA/PGDMM
Starting salary	₹25,000–40,000/month (purchase officer)
Work mode	Office-based full-time; supplier & factory visits

3 What you need

INTERESTS

- Interest in negotiation, bargaining and dealing with suppliers
- Keen on business, supply chains and the industrial world
- Enjoy analysing prices, budgets and numbers

ABILITIES

- Strong negotiation and bargaining ability
- Integrity, transparency and a trustworthy nature
- Numerical, analytical thinking and sharp decision-making

KEY SKILLS

- Negotiating price, quality and terms with suppliers (negotiation)
- Cost analysis, budget control and total cost of ownership
- Preparing and managing purchase orders and contracts
- Market research and supplier/price comparison
- Sourcing, evaluating and managing suppliers (vendor management)
- Using ERP/procurement software (SAP, Oracle) and Excel
- Inventory/stock planning and demand forecasting

4 How to get there

- 1 After Class 12 (Commerce/Science/any stream), complete a graduate degree such as B.Com/BBA/BE.
- 2 Do an MBA (Operations/Supply Chain) or IIMM's PGDMM/GDMM (Materials Management), the most recognised procurement qualification.
- 3 Build skills in ERP (SAP/Oracle), Excel, negotiation and contract management.
- 4 Gain hands-on experience via internships or jobs as a purchase assistant/officer.
- 5 With experience, rise from purchase officer to purchasing manager and on to head of procurement/CPO.
- 6 Professional certification from CIPS or IIMM further strengthens the career.

MAIN EXAMS

- CAT / MAT / CMAT / RMAT (Rajasthan) for MBA admission
- IIMM's eligibility process for PGDMM/GDMM admission

5 Where to study

GOVERNMENT INSTITUTES

- Department of Management Studies, MNIT जयपुर (MBA) — Jaipur, Rajasthan (https://mnit.ac.in/dept_dms/admission)
- Indian Institute of Materials Management (IIMM) – जयपुर शाखा — Jaipur, Rajasthan
- University of Rajasthan – वाणिज्य/प्रबंधन संकाय — Jaipur, Rajasthan (<https://www.uniraj.ac.in/>)
- Indian Institute of Materials Management (राष्ट्रीय मुख्यालय) — All-India network

PRIVATE INSTITUTES

- IIS (Deemed to be University) – प्रबंधन — Jaipur, Rajasthan (<https://www.iisuniv.ac.in/>)
- Manipal University Jaipur – MBA (सप्लाय चेन/ऑपरेशंस) — Jaipur, Rajasthan (<https://jaipur.manipal.edu/>)

ONLINE

- IIMM – PGDMM (दूरस्थ/ऑनलाइन मोड) — Online
- स्किल इंडिया डिजिटल हब — Online (<https://www.skillindiadigital.gov.in/>)

FEES

A government MBA (MNIT Jaipur) costs roughly ₹1–3 lakh for the full course. IIMM's PGDMM/GDMM is available for about ₹30,000–70,000, an affordable professional option. MBA fees at private universities can range from ₹4–12 lakh.

SCHOLARSHIPS

- राष्ट्रीय छात्रवृत्ति पोर्टल (NSP) (<https://scholarships.gov.in/>)
- SJE Rajasthan Scholarships (<https://sje.rajasthan.gov.in/>)
- Buddy4Study – MBA/Management Scholarships (<https://www.buddy4study.com/>)

6 What the work is like

WHERE YOU WORK

Procurement departments of manufacturing companies, construction and infrastructure firms, retail chains, e-commerce, automobile, FMCG and government PSUs.

WORK CULTURE

Typically 5–6 days a week, about 9 hours of office-based work; includes supplier and factory visits and occasional travel. Purchase targets and budget pressure peak at month/quarter end. The field offers good opportunities for women and persons with disabilities.

WHO HIRES

- | | |
|--|---|
| • Manufacturing and engineering companies (auto, electronics, steel) | • Construction, infrastructure and real estate firms (e.g. L&T) |
| • Retail and e-commerce chains (Reliance Retail, DMart, Amazon, Flipkart) | • FMCG and pharma companies (HUL, P&G, Sun Pharma) |
| • Government PSUs (BHEL, ONGC, IOCL, Railways) stores/purchase departments | • Hospitals, hotel chains and project-based organisations |

DEMAND (2026)

India's manufacturing, infrastructure and retail sectors are growing fast, making cost control and efficient buying a top priority for every company. Good procurement professionals directly boost profits, so demand for skilled purchasing and materials managers stays strong across private industry and PSUs, making it a stable, well-paying career.

7 Career growth

- 1 Purchase Officer / Buying Executive
- 2 Senior Purchase Officer / Procurement Lead
- 3 Purchasing & Materials Manager
- 4 Head of Procurement / Chief Procurement Officer (CPO)

EARNINGS

Starting	₹25,000–40,000/माह
Mid level	₹60,000–1,20,000/माह
Senior level	₹2,00,000–5,00,000+/माह

Per Indeed, in 2026 a purchasing/procurement manager's pay starts around ₹43,000/month (₹5.2 lakh/year), while experienced purchase managers average ₹15–17 lakh/year (about ₹1.2–1.4 lakh/month). At head-of-procurement/CPO level pay is several times higher; an MBA/PGDMM and strong negotiation skills accelerate growth.

8 The good parts · The challenges**The good parts**

- In-demand across industries, good pay and a clear path up to CPO
- Directly boosts company profit through negotiation and cost savings
- Opportunities in both private industry and government PSUs

The challenges

- Constant pressure of budgets, deadlines and supplier delays
- High accountability for integrity and transparency (corruption risk)
- Must cope with market-rate, import and price fluctuations

9 Real-life journeys

Shashi Mandapaty

Chief Procurement Officer (CPO), Johnson & Johnson

Born in India and educated at IIM Mumbai, Shashi Mandapaty began his career as an engineer at Thermax, then stepped into procurement at Procter & Gamble in 1997 — where he became a Purchasing Manager for an India division and rose over 16 years to Director of Global Procurement. Joining Johnson & Johnson in 2013, he became the company's Chief Procurement Officer in 2023, overseeing roughly US\$30 billion of spend across 100+ countries and 45,000 suppliers. His story shows how, starting from a purchasing manager's role, skill and negotiation can lead to world-class procurement leadership.

Procurement Magazine · <https://procurementmag.com/articles/lifetime-of-achievement-shashi-mandapaty>

Sapna Alva Tariyal

Chief Procurement Officer (Asia Pacific), Capgemini

Bengaluru-based Sapna Alva Tariyal, with 24 years of procurement experience and an MBA, is today Chief Procurement Officer for Asia Pacific at Capgemini. Procurement Magazine ranked her number one on its list of top women in procurement in APAC. In a field long seen as male-dominated, she has led on strategic sourcing, supplier relationships and cost management, proving that women too can reach the very top in procurement. Her journey inspires every girl who wants a career in purchasing, supply chain and materials management.

Procurement Magazine · <https://procurementmag.com/top10/top-10-women-in-procurement-in-apac>

10 If this route does not work out

One exam or one attempt does not close the door. The same subjects also open these routes — entry is usually easier, and you can return to this field later.

- Supply Chain Manager
- Logistics Manager
- Port Operations Manager

11 Sources & further reading

1. Rajasthan Career Guidance – Purchasing & Materials Manager — <https://cg.rajasthan.gov.in/careerguidance/hi/career/%e0%a4%95%e0%a5%8d%e0%a4%b0%e0%a4%af-%e0%a4%94%e0%a4%b0-%e0%a4%b8%e0%a4%be%e0%a4%ae%e0%a4%97%e0%a5%8d%e0%a4%b0%e0%a5%80-%e0%a4%aa%e0%a5%8d%e0%a4%b0%e0%a4%ac%e0%a4%82%e0%a4%a7%e0%a4%95/>
2. Indeed – Procurement Manager Salary in India 2026 — <https://in.indeed.com/career/procurement-manager/salaries>
3. Procurement Magazine – Shashi Mandapaty (Lifetime of Achievement) — <https://procurementmag.com/articles/lifetime-of-achievement-shashi-mandapaty>
4. MNIT Jaipur – Department of Management Studies (MBA admission) — https://mnit.ac.in/dept_dms/admission



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