

UDARA APONSO

Strategic Procurement, Supply Chain & Commercial Leader

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Professional Profile

Strategic Supply Chain, Procurement & Commercial Leader with over 12 years of progressive experience across manufacturing, logistics, technology, and 3PL environments. Currently managing an LKR 3 billion annual procurement portfolio at MAS Holdings; previously held full P&L responsibility for an LKR 1 billion business unit of Hayleys Advantis 3PL Plus. Combines strategic thinking with operational execution to drive procurement transformation, commercial growth, and supply chain optimization. Currently pursuing an MBA at PIM, University of Sri Jayewardenepura.

Areas of Expertise

- Strategic Procurement & Sourcing
- Transportation Management
- Category Management
- P&L Management
- Supply Chain Management
- Contract Negotiation
- Demand & Inventory Planning
- Project Management
- Warehousing & Distribution
- Supplier Relationship Management
- Logistics Technology & Systems
- Commercial Strategy

Experience

Assistant Manager – Group Procurement

September 2024 — Present

MAS Holdings

Nature of business: Manufacturing

Procurement & Category Management

- Manage an annual procurement portfolio of approximately LKR 3 billion, spanning transport, 3PL, warehousing, freight, CAPEX, courier, and foreign travel categories.
- Develop and execute category-level procurement strategies aligned with business objectives and cost efficiency targets.
- Lead strategic sourcing, competitive bidding, and supplier selection processes across multiple spend categories.

Supplier Relationship & Contract Management

- Negotiate contracts, rates, and service agreements with key suppliers to ensure cost-effectiveness and service reliability.
- Establish structured supplier KPIs and governance frameworks to monitor and manage vendor performance.

Stakeholder Engagement & Process Improvement

- Collaborate with internal stakeholders across business units to align procurement activities with operational requirements.
- Drive procurement process improvements, standardization, and digital initiatives to enhance efficiency and transparency.

Co-Founder & Head of Operations

April 2021 — September 2024

Logistix360 BPO (Private) Limited

Nature of business: Transport Management Systems (Transport ERP)

- Co-founded a logistics technology company developing and commercializing a Transport ERP platform.
- Led product strategy, business development, sales, and client implementation from inception to market.
- Managed full operational lifecycle including after-sales support, stakeholder engagement, and team leadership.

Assistant Manager – Transport

October 2020 — April 2021

John Keells Logistics (Pvt) Ltd

Nature of business: 3PL – Warehousing, VAS, and Transportation

- Managed transportation operations within a 3PL environment, driving improvements in service levels, on-time delivery, and cost efficiency.
- Developed and implemented transportation strategies, policies, and procedures to optimize operational performance.

Head of Integrated Transport Solutions

January 2019 — October 2020

Advantis 3PL Plus (Logiwiz Limited)

Nature of business: 3PL – Warehousing, VAS, and Transportation

- Held full P&L responsibility for a business unit generating approximately LKR 1 billion in annual revenue (~33% of total company revenue).

- Negotiated and managed contracts with transportation vendors, ensuring cost-effective and reliable service delivery.
- Developed and managed transportation budgets.
- Led and developed the transport team, setting performance targets and fostering a culture of continuous improvement.

Logistics Analyst

November 2017 — December 2018

Advantis 3PL Plus (Logiwiz Limited)

Nature of business: 3PL – Warehousing, VAS, and Transportation

- Designed cost-effective warehousing and transport solutions and drove efficiency improvements through Lean and Kaizen projects.
- Managed logistics consultancy engagements for key clients.

Executive – Transport

June 2014 — October 2017

Expolanka Freight (Pvt) Ltd

Nature of business: 3PL – Warehousing, VAS, and Transportation

- Coordinated transportation operations including dispatching, vendor liaison, and rate negotiation.
- Monitored KPIs and ensured compliance with carrier standards and regulatory requirements.

Management Trainee – Stores

May 2013 — May 2014

Interpharm (Private) Limited

Nature of business: 3PL – Pharmaceutical Manufacturing

Education

Master of Business Administration (MBA) – Reading

January 2025 — December 2026

Postgraduate Institute of Management (PIM), University of Sri Jayewardenepura

Bachelor of Science (Physical Science)

August 2009 — December 2012

University of Colombo

Subjects: Applied Mathematics, Statistics, Physics, Computer Science

Skills & Languages

MS Excel • Adaptability • Ability to Work Under Pressure • Time Management • Communication • Conflict Resolution • Problem Solving • Leadership

Languages: Sinhala (Native) | English (Fluent)

References

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Prabath Lakmal Guruge

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