

Kulshreshth Sharma

General Manager: Operations (Location Head)

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Aspires to pursue challenging projects & assignments as Manufacturing Head with a frontline organization.

<ul style="list-style-type: none">• 21 + years of rich industrial experience in Plant Operations, Supply Chain Control and Resources utilisation & working Capital Goal, KPI's Based Monitoring , Finance, Negotiations, Customer Supports & Coordination, Network Building, Strategic planning for setup Green/Brownfield production facilities and Upgradation of existing assets, QMS, Plant Management, Inventory Management, Safety Management, Man management.• MIS Reports; Cost Monitoring reports, Sales and Production reports, KPI's, OEE, Cost Reduction plan, Energy Reports (Sp. Power Consumption), Project Reports, MTBF, MTTR, Spare part cost/MT, etc• Developed operations strategy inline with company's business strategy.• Turnaround manufacturing facilities at multiple locations by improve productivity and reduction in operations cost by 20%.• Govt. Statutory Compliance, ISO documentation & Compliances, Safety compliances, Customer Audits, Internal & System audits, Legal Compliances, 5S, Local liaisoning, CSR Activities, etc.	<p style="text-align: center;"><u>Core Competencies</u></p> <ul style="list-style-type: none">ProfitabilitySupply Chain ControlPlant OperationCost OptimizationRecourses UtilizationQMS SystemSafety ManagementCustomer RelationNew Product R&DProject ManagementCustomers AuditsVendor DevelopmentContract Management
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Work Experience

Lead Plant operations (Self & Contract Manufacturing) and on-going brownfield plant expansions from Sep,21 to Present in Aquaproof WallCare (Construction Chemical; Dry Mix & Liquid), (Prestigious clients; Ultratech, Saint Gobain, Forsroc, Asian Paint, ACC, Pidilite, Nerolac Perma, etc).

- Ensure rationalization of resources across the organization thus contributing to the EBITDA.
- Drive Operations to improve Top and bottom lines by implementing the best of system & processes.
- Improve 50% growth in overall tonnage produced last year.
- Work closely with all customers and achieve 99% OTIF and build customer satisfaction.
- Establish quality as a way of working. Assist and advise head quality in deploying quality systems at all plants/ functions.
- Optimized 18% inventory value last year
- Build team with performance driven culture.
- Ensure strict adherence to statutory compliance as per various applicable regulations.
- Based on sales forecasts, help the production and materials department to design material procurement plans. Assist & advise Head material in developing new material procurement resources.
 - Review of counter measure implementation status of production & process related problems.
 - Drive continuous improvement at the plant to extract best performance.
- Ensure that organizational structure is properly defined & is aligned with the company's vision. Guide

& assist all functional leaders to align individual, functional & organizational goals to achieve Company's Vision, Mission & Goal.

- Excellent interpersonal, analytical and negotiation skill with proven track record of utilizing process-oriented approach towards the accomplishment of cost, profit, service & organizational goal.
- Lead the planning, implementation of changes to technology, machinery and equipment, process methodology, direction of quality assurance and control systems & reporting procedures.
- Lead functional reviews, participate in Management review and contribute to Company's strategic initiatives.

Worked as General Manager Works (Mar,21 to Aug,21) at Rudrakash Microns P limited & Plant Manager (Sep,20 to Feb,21) in UMDS(P)L, Golcha Group, Indian MNC having prestigious client base, like; J&J, HUL, ITC, Colgate, Wipro, Mitsui, DSM, etc and Talc Exporter to 40+ countries worldwide.

- Planning strategies for unit operations, controlling costs by reducing waste, minimize inventory, organise and direct the manufacturing and operations which ensure the most effective return on assets through effective utilization of 5M's.
- Assure attainment of business objectives and production schedules while ensuring product standards that will exceed our customers' expectations.
- Develop all necessary policies and procedures to ensure that plant and equipment is effectively maintained to ensure maximum production efficiency.
- Establish group and individual accountabilities throughout assigned departments for problem solving and cost reduction, both on permanent and ad-hoc basis, depending on need.
- Encourage use of QMS systems and documentation, like; SPC, SOP's, WI, Process Validation, JIR, COA, etc and focus on fact-based problem solving by CAPA, Why-2, etc.
- Support R&D team for new product development & Establishment of GMP system & Microbe lab.
- Ensure safety measures are consistently and strictly followed and take initiatives to enhance acceptance of safety as a culture to achieve zero accident level. Ensure effective implementation of safety standards
- Monitoring and timely compliances of all Government Statutory acts.
- Negotiating contracts with contractors and suppliers to ensure the cost-effective provision of service to the factory.
- Develop and implement short- and long-term plans to ensure that the factory has the necessary resources to meet business objectives.
- Develop effective working relationships with all employees to ensure the maintenance of harmonious employee relations with the factory.
- Plan, Monitor and Control the Operational and Capex Budgets to ensure that all financial and business objectives are met.

Worked as Country Head (Engineering & Maintenance) in IMERY'S Carbonates, India; World Leader in Specialty Mineral (Sep,18 – Dec,19)

- Plants Availability improves 20%+ and reduce maintenance cost by 8% in one year.
- Implementation of effective predictive & preventive maintenance schedules for plant equipment through analysis of breakdown trends and OEM recommendation.
- Successful roll-out of projects with defining scope, setting timelines, analysing requirements, prioritizing tasks and identifying dependencies as per pre-set budgets.
- Monitoring activities like; Safety Provision, Kaizen, 5S, ISO documentation, HIRA, Emergency Preparedness, Safety standards: Serious 7, Take5, Good Catches, W@H, Ground control, Structure Stability, Mobile Equip, etc.

- Implement & monitoring KPI to reduce MTTR, MTBF, and Equipment Availability, System Efficiency monitoring & analysis, Spare cost/mt, Specific power consumption/mt, lead in various cost saving measures to reduce manufacturing cost.
- Preparation of cost analysis & payback for up gradation (CAPEX) with respect to engineering/ design justification, tracking & ensure timely completion. Completed Return/Sustainability projects; PLC/SCADA installation, Automatic packing station installation, New crushing line installation, Duct & diverters project, TFH overhauling, Weigh feeders, Auto lubrication Systems installations, etc.

Worked as Section Head - Maintenance & Projects in Ultratech Cement, Bagheri Cement Works, Aditya Birla Group (Jul,17 – Aug,18) & Worked as Dy. Chief Engineer (Operation & Maintenance) in Jaiprakash Associates Ltd (Cement Div.) from Oct,09 – Jun,17.

- Implementing maintenance schedules, conducting periodic checks on equipment and maintaining technical documentation for the same.
- Identifying the areas of bottlenecks & breakdown; taking steps to achieve zero breakdown through the application of troubleshooting tools like root cause analysis; PARATO, WHY-2.
- Analysing operational practices, identifying areas of obstruction / failures and working on changes for qualitative improvement.
- Implementing all safety standard of Ultratech and complete all the compliance as per company standard; Tool Box Talk, PPE, CE, W@H, Machine Guarding, SO, CFSA, CSM, Hot work, MOC etc and achieve Zero NLTA.
- Planning, CAPEX Justification, approval & Execution done of following projects; Main Roads, Truck Parking floors, Sheds & residential Building construction.
- Cost Control in manufacturing operations, track & analysis deviation for corrective action.
- Ensure optimum utilization of plant capacity by effective utilization of man, material and machine.
- Resources planning to achieve weekly and daily targeted production and liaising with a cross functional team to resolve issues for streamline operation under budgeted cost.
- Identify cost saving opportunities and take innovative projects for cost saving and & productivity improvement.
- Involve in Technical discussion with vendors and making Technical Comparison, commercial evaluation of bid, new Vendor development, Contractor Safety management, ARC, AMC, Vendor Evaluation, etc for only technical purchases.

Worked as Plant Engineer (Projects) in Jaiprakash Associates Ltd (Project Div.) from Nov,05 – Sep,09.

- Construction, Commissioning and O&M of Cement Grinding plant (2 MTPA), Raw Material Transit Yard (0.6 MTPA), MSW (RDF) plant (500 TPD), Cement Pyro plant (3 MTPA), etc.
- Review of Design & Engineering Documents, Technical Specifications.
- Coordination with Vendors for timely submission of Drawing, Documents, Equipment dispatch tracking, safe storage & its Reconciliation.
- Review of material MTC, Vendor internal inspection reports, Trail test report for equipment and dimensional reports. Shop test inspection of major equipment at Vendors workshop.
- Planning & Management of Resources-Manpower, Materials, Tools & Tackles.
- Establishing Safe work procedure/Method statements for construction of Static & rotary Equipment. ducting, OEM Parts; Cyclones, Hoppers, Bins, Silos, etc, Machine assemblies, Major Critical Equipment & Structural Erection works.
- Scope Of work Preparation, Rate Estimation & monthly Running Bill certification of Contractors.
- To foresee delays in Construction then take Corrective actions.
- Preparation of micro-Schedules, Detailed system completion plans and monitoring & periodical Review

for Job Completion of Erection and Commissioning works.

Worked as Jr. Technical Officer Operation & Maintenance in Paharpur 3P (Flexible Packaging Div.) from Sep,00 – Oct,05

PROFESSIONAL QUALIFICATION		
MBA-Operation (By Distance Education)	Ist Div.	2012 - 2014
B.Tech-Mechanical Engineering (Evening) from DELHI COLLEGE OF ENGINEERING , (DELHI UNIVERSITY)	Ist Div.	2001 – 2005
Diploma Engineering –Mechanical from Govt. Polytechnic Ghaziabad (UPBTE)	Ist Div.	1997 – 2000

PERSONAL PROFILE

Date of Birth : 29-06-1980

Father's name : Late Shri Chander Prakash Sharma

Sex : Male

Marital Status : Married

Languages Known : English, Hindi

Salary Drawn : 12.0 lacs/annum

Salary Expected : As per Company Norms

Permanent Address : H.No.-39, Anand Vihar, Bulandshahr-203001 (UP)

Declaration:

I hereby declare that the information furnished above is true to the best of my knowledge.

Date :

Place: Alwar,Rajasthan,

(Kulshreshth Sharma)