

KRISHNENDU RATH

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SENIOR MANAGEMENT EXECUTIVE

Program management, Manufacturing & Operations, Business strategy , Sales & Marketing
Cross functional experience & Cross industry experience

Highly qualified Executive Manager offering more than 15 years of project management , manufacturing & business development & marketing strategy experience in different sectors .Results focused and efficient leader with proven ability to turnaround financial stock increase profitability of organisation with implementation of business strategy to meet the customer requirement. Offering an array of critical skills in commercial , legal , governance , risk financial , health and safety project management. Proven ability to foster change through development of innovations plans and frameworks. Track record in success serving in project tender or change management on several million dollar projects . Talent for proactively identifying problems reversing negative sales trend , controlling cost , automising , accounting systems, maximising productivity , and delivering multi million dollar profit increase . Advance computer skills including presentations & strength :

Strategic Financial planning	Productivity Enhancement	Business framework management
Project Management	Profitability improver	Capex & Opex controls
Sales Marketing , Negotiations	Cost control program	Innovative change management
Customer service satisfaction	Inventory control system	Experienced trainer & motivational speaker
Lean manufacturing skills	Risk assessment	Team building and collaboration

PROFESSIONAL EXPERIENCE

VE COMMERCIAL VEHICLES LTD (INDIA)

2012 till present

Senior program manager :

- Work closely with all important business projects of the organisations with driving projects managers to meet the organisation goals.
- Demonstrate leadership & change management expertise to clients & internal & external customers.
- Spear head initiative in shared strategic directions process design and improvement, performance measurement and feedback as well as knowledge capture and leverage.
- Designed engineering & planning , risk assessment plans & procedures that improves project efficiency.

Project Manager:

- Ensures successful tendering , RFQ and bidding & execution of numerous large scale projects.
- Acted lead Integration manager for major manufacturing aggregate lines BIW, PAINT , ASSEMBLY & POWER TRAIN projects.
- Established strategic planning , budget, risk & improvement framework for facility infra projects approx. 2000 MINR / annum.
- Identified ,developed & implemented innovative improvement plan that resulted in less lead time with minimum investment to establish quality world class manufacturing facility as per Volvo standard.

Engineering Manager :

- Participated in feasibility study in New Greenfield project Bhopal for entire facility planning & investment proposals.

- Developed and design many cost effective engineering solutions in equipment's of all aggregate line to meet major quality improvement in products and improvement equipment uptime efficiency.
- Establishing continuous Green manufacturing solutions with implementation of energy saving equipment's planning in all aggregate projects .
- Introduced all new products in manufacturing facility with innovative cost effective engineering solutions which given maximum production output keeping overall manufacturing cost same .

Manufacturing & Operations:

- Establishing lean manufacturing standard Volvo production system , IMEA , ISO TS 16949 etc.
- Introduced process improvement that maximised per unit profit margin by decreasing overall production cost 27% slashed required labour and reduced the workforce 40% while delivering a 25% increase in productivity.
- Initiated and launch production and sale of new products with achieving 25 K in 3 months delivering productivity @ 95 % utilisation.
- Stream line supply chain and part availability to reduce line losses along with ensuring zero defect achieving and establishing first time right quality management system.
- Ensuring overall shop performance in terms of equipment uptime MTTR , MTBF along with safety protocols .

EISENMANN AG (INDIA)

2009 till 2012

Business Risk Strategy & Improvement manager

- Developed and establish open platform customer review encouraging feedbacks to existing customers & promoting new customers to frame business models which made increase in adding new business rise of share of 10% share .
- Implementing cost control drives in every verticals domains with audits and analysis increasing profitability rise of 5% per annum .
- Risk assessment forecasting future market scenario framing business models gaining captive benefit of assuring smooth financial cash flow & zero debt for consecutively achieving for 6 months.

Sales & Marketing manager :

- Direct lead for brand strategy & marketing P&L contributing global business and catering need for domestic marketing having 20 subordinates & direct repo tee to Global sales & marketing Director .
- Framing strategy to take leads and pitching for different bids & project tenders.
- Promote products & sales of environment friendly equipment's successfully increasing direct sales increase by 5% within 3 years .
- Controlling and review of after sales services and warranty to ensure customer feedback with complete satisfaction getting CSI review no.1 meeting organisational goals.

Engineering & project Management

- Design & implementation & successful launching of new product
- Leading team engineering at major projects and concluding the technical aspects with assuring fail safe qualitative manufacturing
- Driving major critical projects Greenfield of large scale along with critical brownfield project with project scalability of 3000 MINR / Annum domestic and international market.
- Core design lead for electrical , automation for major overseas projects including multi scale high end plant for Mercedes , Volvo etc,

GEICO (INDIA)

2008 till 2009

Program manager :

- Leading programs of asia pacific projects accomplishing less lead time projects .
- Plan lead and drive different projects coordinating with different sub contractors for local manufacture & export for overseas projects.

- Assuring after sales services ,spares and warranty with creating local sales services in different location.

Project Manager :

- Key account manager for major domestic project detail plan & executions.
- Successfully accomplished major domestic project with major client General Motors of 5000 MINR

VENUS CONTROLS & AUTOMATION

2007 till 2008

(System integrator – ABB , ROCKWELL ,SIEMENS , SCHNIDER)

Project Engineer:

- Lead major electrical automation projects including power plant , steel , cement , oil & gas .

Wipro Technologies :

2006 till 2007

Project Engineer

- Application consultant engineer for JAVA based platform projects.

Qualifications & Certifications

- BTECH: Bachelor of Technology – Applied Electronics & Instrumentation
- PMI : Project Management Certification
- Certified : ISO TS 16949 , EMS / OSHAS – 18001 , ENMS (TUV SUD)
- Six sigma – Green belt till now
- VPS- Volvo production system

Declaration: I hereby assure you that all the information's furnished above are true and correct to the best of my knowledge.

Krishnendu Rath