

## Kulshreshth Sharma

### General Manager: Operations

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

<ul style="list-style-type: none"><li>• <b>21 + years of rich industrial experience</b> in Plant Operations, Resources planning &amp; Utilization, Finance &amp; Account, Negotiations, Customer Supports &amp; Coordination, Supply Chain, Network Building, Strategic planning, New Product development, Green/Brownfield projects and Up gradation projects, QMS, Plant Management, Inventory Management, Safety Management, Contractor management, etc.</li><li>• MIS Reports; Cost Monitoring reports, Sales and Production reports, KPI's, OEE, Cost Reduction plan, Energy Reports, Project Reports, etc</li><li>• Cost reduction projects, Efficiency improvement projects, Capital Expenditure projects, etc.</li><li>• Govt. Statutory Compliance as per factory act, ISO documentation &amp; Compliances, Safety compliances, Customer Audits, Internal &amp; System audits, Legal Compliances, 5S, GMP, Local lisioning, CSR Activities, etc.</li><li>• Knowledge of SAP R/3, ACCPAC, ENABLON, MS office, Google package, etc</li></ul>	<p><b><u>Core Competencies</u></b></p> <p>Profitability Plant Operation Cost Optimization Recourses Utilization QMS System Safety Management Customer Relation New Product R&amp;D Project Management Customers Audits Vendor Development Contract Management</p>
<p><b><i>Work Experience</i></b></p>	

**Heading Plant operations (Self & Contract Manufacturing) and on-going brownfield projects from Sep,21 to Present in Aquaproof WallCare I Pvt Ltd (Construction Chemical; Dry Mix & Liquid), (Prestigious clients; Ultratech, Saint Gobain, Forsroc, Asian Paint, Ambuja, ACC, Nerolac Perma, etc).**

- Drive Operations to improve Top and bottom lines by implementing the best of system & processes.
- Involve and spearhead annual budgeting process.
- Work closely with all customers for 100% on time delivery to ensure customer satisfaction.
- Establish quality as a way of working. Assist and advise head quality in deploying quality systems at all plants/ functions.
- Ensure that all quality processes are followed. Monitor and effective execute all quality improvement programs in the quest of Zero-defect quality.
- Proactively build a culture of safety with Zero accidents, along with the plant control department and other relevant stakeholders.
- 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) Ltd, Golcha Group, Indian MNC having prestigious client base, like; J&J, HUL, ITC, Colgate, Wipro, Mitsui, DSM, etc and Talc Exporter to 25+ countries worldwide.**

- Planning strategies for unit operations, controlling costs, 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.
- 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)**

- Ensure plants Availability to fulfil market requirements within approved maintenance cost.
- Implementation of effective predictive & preventive maintenance schedules for plant equipment through analysis of breakdown trends and OEM recommendation.
- Contributed in 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, 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 & Worked as Dy. Chief Engineer (Operation & Maintenance) in Jaiprakash Associates Ltd (Cement Div.) from Oct,05 – Jun,17 (Same location).**

- 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.
- Implement maintenance history generation and spare consumption through SAP R/3.

Worked as Senior Field Engineer (Projects) in Jaiprakash Associates Ltd (Project Div.)

- 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**

<b>MBA-Operation</b> (By Distance Education)	Ist Div.	2012 - 2014
<b>B.Tech-Mechanical Engineering</b> (Evening) from <b>DELHI COLLEGE OF ENGINEERING</b> , (DELHI UNIVERSITY)	Ist Div.	2001 – 2005
<b>Diploma Engineering –Mechanical</b> 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)**