

Experience

Senior GM - Operations & Factory Manager Feb 2023 – Till date
Banco Aluminium Limited, Vadodara, Gujarat, India.



- **Main responsibility**—Responsible for multiple plant's day to day operations (800 employees) and regular review (Daily & periodically) with cross functional teams.
- **Marketing**—Close coordination with Sales head to meet financial goals with operational strategies, critical order acceptance, direct coordination with OEM customers, visiting customer's sites, calling customers & conducting seminars.
- **Cost** – Responsible for P&L, product costing, yearly budgeting, capex decision, involving all departments in cost reduction by special projects etc.
- **PPC & Production** – Productivity improvement by leading the team & with correct PPC monthly production from 1400mt to 2400mt. Conversant with billet casting, extrusion, cold drawing, heat treatment, packaging, extrusion dies, post extrusions etc.
- **Quality/R&D/NPD**—Vigilant on incoming RMs, in-process, Final quality and R&D. Recovery improved 15%. Customer returns reduced 50%. Sp focus on export & NPD.
- **Safety**—Regular training, PPEs, machine guarding, near miss & incident monitoring, HIRA & Impact aspect study of all processes, health check-ups.
- **Statutory compliance**—100% statutory & legal compliance related to factory act, taxation, GPCB, ISO, IATF and various customers & other stake holders.
- **Mfg excellence** – Plants efficiency improved by realigning the process with implementation of 5S, TPM, Kaizen, SQC, RCA, CAPA & LEAN. Regular review of all.
- **SCM** - Delivery improved from 23 days to 6 days. Packaging improved. Transportation delay reduced. Non-moving stocks (RM, WIP & FG) reduced. Vendor negotiation.
- **Developments** – New alloy & product development. Enhancing quality in existing products. Export order increased from 200 mt to 650 mt per month. Sample preparation.
- **People management** – Training, multiskilling, contingency plan, LTS, recruitment, talent retention, yearly appraisals, policy making, direct dealing with union & contractors
- **Maintenance** – M/c up time ensured by PM, quick B/D maint & spares management.
- **Projects** – Plant expansion, capacity enhancement of M/cs, unique supplies etc.

Deputy General Manager July 2013 – Feb 2023

EWAC Alloys Limited, A unit of **L&T**, Ankleshwar, Gujarat, India. (Eutectic Div)



- **Operations** - Smooth operations @ one main plant, 4 contract manufacturing centres (CMCs), one service centre – total 350 employees. Day to day factory operations @ multiple locations – planning, production, quality, packaging, storage & dispatch.
- **Productivity** – Electrodes productivity improved by 100% (4 chargers per shift to 8 chargers per shift) Wear plate productivity improved 56% (16 to 25 welding lines per shift) which are included in LTS agreed by union.
- **Delivery** – Delivering products & services as per sales order booked on plants. Delivery improved from 80% to 98% by close planning & monitoring.
- **Welding & service** – Preparation of WPS, PQR for each job as per ASME Sec-II & ASME Sec VIII. Conducting Welder performance qualification (WPQ). Arrangement of metals (SS, MS, Monel, Nickel, Copper, Brass, Hastalloy, Hard faced, Aluminium etc.) along with SCM, welding consumables, various machining & welding facilities as per customer approved drawing for making of fresh jobs & repair of old jobs. Familiar with SMAW, SAW, TIG, MIG, Brazing, Powder spraying, Polymer bonding, wear plates etc.
- **Special Projects** - Led special projects, INR 0.5 -5 cr – L&T, NTPC, Alstom, TATA, Hindalco, FLSmith, Essar, Howden, Torrent, KYB Conmat, Sicoma, Ajax etc. Charging distributor & Air separator for steel plants, Silos to cement plants, Concrete mixers, Industrial fans, Pipes, Rotors, pressure vessels, Reactors, Heat exchangers etc.
- **People management** – JD for each workers & staffs, Training, multiskilling, contingency plan, recruitment, talent retention, yearly appraisals, direct dealing with union & contractors.
- **Involvement in sales** – Close coordination with country sales head and all zonal managers to meet sales target and achieve business growth. Growth by 20%. Direct dealings with OEM customers for critical products & services. Formula customisation.
- **Quality & NPD**—Internal rejection reduction from 5% to 0.3%. Customer return reduced from 2000PPM to 300PPM. PDI introduced in RM & critical supplies. In-house QA lab up gradation & contract with outside labs. Involved in new product formulation, testing, in-house trials, pilot production and customer trials. Consumables formulations for customers like L&T, Inox, Isgec, Godrej, Alstom, Indian Railway, NTPC, HVF, ONGC etc.
- **Customer approvals** – Products approvals taken from various authorities like - RDSO, NLC, ONGC, DNV, TUV, IRA, BIS, NTPC, HVF & several private customers.
- **Policy making** - Involved in various policies and decisions making at company level like – Long-time settlement (LTS) with union, Customer return policy, Vendor approval policy, Warrantee policy, ROHS certifications etc.
- **Safety**—Regular training, PPEs, machine guarding, near miss & incident monitoring, HIRA & Impact aspect study of all processes, health check-ups.
- **Statutory compliance**—100% statutory & legal compliance related to factory act, GPCB, ISO and various customers & other stake holders specific needs.
- **Mfg excellence** – Plants efficiency improved by realigning the process with implementation of 5S, TPM, Kaizen, SQC, RCA, CAPA & LEAN.



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Career Objective

Looking for a management position where I can use my long experience in operations, team leadership & strategic thinking to establish long-term growth in the organisation.

Professional Summery

28 Yrs. experience in reputed industries like BANCO (A renowned name in aluminium sector), ESAB (World no-1 welding industry), L&T (India's biggest engineering company) and PATTON.

Qualification & Membership

- BE Mechanical – NIT Agartala - 1996
- MBA Operation – Sikkim Manipal University – 2011
- Chartered Engineer
- Lifetime member of "QCFI"

Skill

- Operations/Manufacturing
- Contract manufacturing
- Quality / R&D / NPD
- Planning & Production
- Welding-ASME/IS/WPS/PQR
- Projects handling, Fabrication
- QAP, APQP, PPAP
- RCA/CAPA/8D/IATF/CE
- Handling Customer complaints
- Sheet metal /Press jobs

Skill

- EHS-HIRA/Aspect Impact
- MSDS/STP/ETP
- ERP-SAP/Movex/ODOO
- TQM/SPC/SQC/5S/KAIZEN
- Plastic-Injection, Blow, Roto
- LEAN/TPM/6Sigma
- SMED/FMEA/OEE
- ISO9001,14001,45001
- Aluminium extrusion & Dies
- Casting/Forging/Cold drawing
- SCM-Sourcing/Negotiation
- Store/Dispatch/Packaging
- Making policies/LTS/HR/IR

Achievements & Recognitions

BANCO

Monthly prod increased from 1400mt to 2400 mt

Monthly Export increased from 250 mt to 500 mt

Achieved FESTO approvals (only supplier in India)

LTS done with Union for next five years

L&T-EWAC

Single handedly completed a 4 Cr project to FLS & TATA

CMC concept implementation

3rd company in India to receive certification for ISO 9001:2015

Undergone training, LDA Lonavala

ESAB

Introduced Jumbo bag for export

LEAN & VSM implementation

Tubular electrodes standardisation

Undergone Europe plants training

PATTON

Poka yoke implementation

CTQ readymade chart @ shop floor

SQC implementation

Product assembly vendor dev

Manager QA & EHS Coordinator Sep 2005 – June 2013

ESAB India Limited, Kolkata, WB, India.



As QA Manager –

- Preparation & implementation of QAP for incoming, in process and final inspection.
- Overall responsible for all product's quality supplied from the plant.
- Preparation of WPS, PQR for each job as per ASME Sec-II & ASME Sec VIII.
- Conducting Welder performance qualification (WPQ).
- Ensuring quality of metals & welding consumables for various service jobs as per customer specifications.
- Formulation & testing of SMAW, SAW, TIG, MIG, wear plates and Brazing products.
- Handling TPI and customer inspection.
- Vendor development.
- Technical compliance of customer enquiry.
- Conducting technical seminar.
- Handling customer complaints - response and resolve.
- Reduction in internal rejection & customer returns.

As EHS Coordinator –

- Worked for EHS (Environment, Health & Safety), undergone for EHS training in Sweden at ESAB head quarter.
- Handled ISO 9001, 14001 & OHSAS 18001, Life cycle assessment, HIRA & Aspect impact study, work permit system, Near miss, incident reporting, RCA & CA for accidents, arranging health check-up, ergonomic analysis, MSDS, ETP, STP, handling/arranging mock drills, arranging proper PPEs, machine guarding, submission of all compliance forms to govt authorities, disposal of wastes, conducting EHS training, SOP & OCP making etc.
- Facing the monthly review meeting as plant representative with MD.

Additional responsibility –

- Overall responsible for planning & production of 3 special sections of precision products :
 - Reclamation electrodes
 - Tubular electrodes
 - Gas welding fluxes

Sr Engineer QA Jan 1997 – Aug 2005

Patton International Limited, Kolkata, WB, India.

It has 2 divisions – Steel & Plastic.



Steel division is a 100% export oriented manufacture of electrical hardware (EMT-Electrical Metallic Tubing) fittings of various sizes from steel tubes, sheet metals & hex bars. All these products are supplied to Crouse & Hinds, Bridgeport, Hubbell RACO, PECO, Topaz, SEPCO and products are approved by UL (underwriter's laboratory of U.S.A). & CSA (Canadian Standard Association of Canada).

Plastic division makes water tanks, PVC pipes, containers, pallets, crates, iceboxes etc.

- Supervision & total control of assembly shop.
- Implementation of TQM, SQC for betterment of Product's Quality.
- Vendor development & imparting technical assistance to the vendors.
- ISO documentation and conducting IQA.
- Analysis of process failure or problems & their solutions (FMEA).
- Reduction of Rework, rejection & cost control.
- Familiar with sheet metal press work jobs, ERW & CDW tubes, hydraulic & power press, thread rolling machines, auto internal threading machines, electroplating etc.
- Familiar with various plastic processes like injection moulding, roto moulding, blow moulding, rock & roll, extrusion, pulverising, PVC pipe making, water tank making etc.