



Enrich Resume

TOP LEVEL PROFESSIONAL

Business Operations; Industry Preference: Manufacturing/Mineral Processing/steel

Persuasive and influential professional offering 10 years of experience in formulating, developing and implementing yearly business strategies to ensure attainment of revenue goals and profitable sell-through in Manufacturing Industries.

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Profile Summary

Proficiency in managing business operations in Heavy Equipment manufacturing. Exhibited excellence in process analysis and design, application based process re engineering, process optimization and cost control from various supply chain solutions. Successfully managed P&L responsibility and cultivated excellent relationships with new prospects & existing customers. Expertise in planning & controlling the production operations as per the capacity available & sales projections.

Collaborated with sales, marketing and other key stakeholders to understand customer insights and executed customer-centric market/sell plans and programs, which increased the sales and margin growth of Industrial products and projects in the areas of Steel, Cement, and Boilers for Power Plant, Mineral processing (crushing, grinding, mineral beneficiation) and Iron ore pelletisation. Impressive success in impacting organisation profitability for new set-up's through effective strategic/tactical management decisions and new business development. An enterprising leader with excellent communication, analytical, negotiation and interpersonal skills.

Expertise in forging relationships with foreign technology providers and setting up of greenfield technology companies (joint ventures or subsidiaries). Attained huge success in absorbing and introducing new and developed technologies and scoring high on business development at a rapid pace. Mastered the art of developing systems and policies for sustainability of the markets and profitability of the technology companies on a regular basis.

Education

- ▶ MBA (Marketing) from International Management Institute , in 2002
- ▶ B.E. (Mechanical Engineering) from Anna University Institute of Technology in 1995

Soft Skills



IT Skills

- ▶ Proficient with ERP (BAAN), MS-Office, AutoCAD and Internet Applications

Personal Details

Date of Birth: 2 August 1972
 Languages Known: English
 Address:
 Passport Details: Passport No.

Skill Set

