

## **MANISH DAVE**

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### **BUSINESS HEAD | BUSINESS LEADER | OPERATIONS • SCM • REVENUE & EBIT GROWTH**

Business Leader with 25+ years of experience in driving revenue growth, EBIT improvement, and end-to-end

manufacturing operations. Proven ability to deliver business outcomes by integrating operations, supply chain, and

sales. Strong track record in improving profitability, cost efficiency, and customer performance through

execution-driven leadership.

### **KEY BUSINESS IMPACT**

- 1 Delivered ~15–20% revenue growth through market expansion & customer engagement
- 2 Achieved ~7–10% EBIT improvement via cost control & operational efficiency
- 3 Reduced costs by ~8–12% through vendor development & process improvements
- 4 Improved productivity by ~10–15% via operational excellence initiatives
- 5 Reduced rejection to <2% using TQM practices
- 6 Improved On-Time Delivery by ~8–10%
- 7 Aligned operations, SCM & sales for stronger execution

### **CORE STRENGTHS**

- 1 Business Leadership: P&L; Impact | Strategy Execution | Revenue Growth
- 2 Operations: Plant Management | Process Improvement | Execution Excellence
- 3 SCM & Procurement: Vendor Management | Cost Control | Material Planning
- 4 Sales & Customers: Business Development | Key Accounts | CRM
- 5 Data & Systems: MIS | SAP ERP | KPI Monitoring | Market Analysis

### **PROFESSIONAL EXPERIENCE**

#### **Maruti Engineering**

Unit Head – Business Operations & Growth (Project Assignment) | April 2026 – May 2026

- 1 Undertook short-term leadership assignment to stabilize plant operations
- 2 Closed process gaps across operations, SCM and production planning
- 3 Implemented daily production and reporting systems
- 4 Improved shop-floor efficiency and workflow discipline
- 5 Initiated capacity alignment and OEM business development

- 6 Strengthened internal coordination and execution monitoring
- 7 Successfully completed project and handed over structured systems

### **Mark Coating Industries**

Business Head | Sep 2010 – Present

- 1 Owned end-to-end business operations including P&L, operations, SCM, and customer management
- 2 Delivered consistent EBIT improvement of ~7–10%
- 3 Increased productivity by ~10–15% and reduced rejection to <2%
- 4 Achieved cost savings of ~8–12% via vendor development
- 5 Improved On-Time Delivery by ~8–10%
- 6 Expanded business with ~15–20% growth in order inflow
- 7 Implemented SAP ERP for business visibility
- 8 Aligned operations, SCM and sales for execution excellence

### **EARLY CAREER**

- 1 ABB Ltd – Project Coordination, SCM & Quality (1997–98 & 2007–10)
- 2 L K India Pvt Ltd – Operations, SCM & Export (2003–06)
- 3 B L Fusegear Pvt Ltd – Operations & Customer Coordination (1999–2003)
- 4 Transformer & Rectifier (India) Ltd – TQM & SCM (2006–07)

(Early roles focused on building strong foundation in operations, quality, supply chain, sales, and CRM exposure, enabling multi-functional business understanding.)

### **EDUCATION**

Bachelor of Electrical Engineering – M.S. University of Baroda

### **EXECUTIVE VALUE**

- 1 Business leader driving revenue & EBIT growth
- 2 Strong ability to connect operations, SCM & sales
- 3 Experienced in end-to-end business performance
- 4 Capable of supporting MD/CEO in strategic execution

Manish Dave