

MANISH DAVE

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BUSINESS HEAD | BUSINESS LEADER | EBIT & REVENUE 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

- Revenue Growth: Delivered ~15–20% increase through market expansion & customer engagement
 - EBIT Improvement: Achieved ~7–10% growth via cost control & operational efficiency
 - Cost Optimization: Reduced costs by ~8–12% through vendor development & process improvements
 - Productivity Gain: Improved output by ~10–15% via operational excellence
 - Quality Improvement: Reduced rejection to <2% using TQM practices
 - Delivery Performance: Improved On-Time Delivery by ~8–10%
 - Business Alignment: Integrated operations, SCM & sales for better execution
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CORE STRENGTHS

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

Business Head – Mark Coating Industries

Vadodara | Sep 2010 – March 2026

- Owned end-to-end business operations including P&L impact, operations, SCM, and customer management
 - Improved EBIT by ~7–10% through cost control and performance discipline
 - Increased productivity by ~10–15% and reduced rejection to <2%
 - Achieved cost savings of ~8–12% via vendor and procurement control
 - Improved On-Time Delivery by ~8–10% and increased order inflow by ~15–20%
 - Implemented ERP (SAP) for better business visibility and decisions
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Maruti Engineering

Business Development & Revenue / EBIT Leader

April 2026 – Present

Maruti Engineering

Unit Head – Business Operations & Growth

April 2026 – Present

- Leading overall unit operations with focus on operational excellence, process optimization, and team alignment
- Driving identification and closure of process gaps to improve efficiency, productivity, and cost control
- Overseeing TQM practices to strengthen quality, reduce rejections, and standardize processes
- Managing cross-functional teams across operations, SCM, and business development
- Actively working on business development with key accounts such as Shilchar, Hitachi, and other large OEMs
- Aligning plant capacity with market demand and order pipeline to improve utilization
- Strengthening internal systems, execution discipline, and performance monitoring
- Targeting revenue growth of ~15–20% with corresponding EBIT improvement through structured execution

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- ABB Ltd | Project Coordination, SCM & Quality (1997-98 & 2007-10)
 - L K India Pvt Ltd | Operations, SCM & Export (2003-06)
 - B L Fuse gear Pvt Ltd | Operations & Customer Coordination (1999-2003)
 - 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-focused leader driving revenue & EBIT growth
- 2 Strong abilities to connect operations, SCM & sales
- 3 Experienced in handling end-to-end business performance
- 4 Capable of supporting MD/CEO in strategic decisions & execution

Manish Dave