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P&L Accountability | Revenue Maximization | Strategic Business Operations & Optimization | Business Transformation | OEMS Business Development | Research & Development | Business Start-up | Organization Development with Business Excellence | Growth Strategies Implementation | Project Execution Business Strategy & Operations Management | Leadership Development & Change Management | Lean Manufacturing & Operation Excellence | Digital Transformation & Industry 4.0 | Supply Chain & Procurement Optimization | Financial Planning & Cost Optimization | JV Partnerships & Global Business Development | Quality & Compliance (TPM, 5S, Kaizen, Six Sigma) Advanced Project Management | HR/IR Management - People & Culture Builder | Global Leadership & Management Coach |

OEMs: PVBU, CVBU, LCV & HCV, 2 & 3 Wheelers, Farm Equipments, Construction Equipments, Railways, STUs, Defense, Port Equipments, Aerospace, Heavy Engineering, Off Highway, Marine, Industrial, EVehicle, Industrial Hydraulics. Domestic & Export: B2B, B2C, B2G & After Market while Globally Covered Automotive OE Business

- Strategic and results-driven top management professional with 25+ years of experience in the automotive and manufacturing sectors. Proven expertise in business transformation, operations excellence, supply chain optimization and cost reduction strategies. Adept at leading global initiatives, securing high-value contracts, and driving lean manufacturing principles to enhance efficiency and profitability. Passionate about leadership development, digital transformation, and process innovation. More than 15 Years of P&L Responsibility with Single point as Group Business Head for contact to the customers for all commercial issues including processing quotations and price adjustments, leading negotiations, capacity discussions in close cooperation with Europe sales team while accountable for day to day business Operations.
- Planned the capacities for new models, enhanced the capacities for supplies of increased sales demands of existing models. Implemented the techniques like Value Stream Mapping (VSM), TPM Lean Six Sigma etc. Crafted & cultivated the replica of Toyota Production System saving manpower & inventory cost. Developed driveline products (Axles and Drive shafts), Power technologies (Sealing and Thermal-management products) for light and heavy vehicle manufacturers. Products: Auto Components, Precision Machined Components, Gears, Transmission, Drive Line, Forgings, Axles, castings, Foundry

MAJOR CONTRIBUTIONS & ACHIEVEMENTS

P&L, Technical Sales, Costing & Sourcing Justification with P&L Responsibilities since 2011 Onwards

Championed technical sales for net shape forging in drivetrain components. Conducted detailed cost modelling and value engineering to support investment decisions. Advocated new technologies through validations, feasibility reports, and ROI arguments. Bridged engineering, sourcing, and commercial teams for total cost ownership optimization.

Functional & Process Leadership

Directed international technology transfers (Germany, US, Japan, Italy to India). Institutionalized Six Sigma, TPM, and Kaizen across multiple facilities. Deployed ISO 9001, ISO 14001, and OHSAS systems for sustainable performance. Managed global sourcing activities, audits, PPAP validations, and supplier alignment.

Industrialization, Transformation & Business Leadership

- Oversaw company formation (Companies Act compliance), Led complete project life cycle: land, infrastructure, licenses, and plant commissioning. Oversaw operations, vendor development, localization, and inventory control. Institutionalized "POWER OF ZERO" for defects, deviations, and safety incidents. Introduced automation, AI

robotics, and IoT for operational intelligence. Served as statutory "Occupier," ensuring compliance with labor, safety, and environmental laws. Interacted with authorities to secure licenses, land, and utility clearances.

Strategy, M&A & Corporate Development

- Led due diligence, valuation, and post-merger integration for multiple acquisitions. Designed strategic growth roadmaps covering expansion, capacity, and product planning. Developed enterprise-wide KPI systems to align operations with long-term strategy. Supported restructuring, technology convergence, and vertical integration. Engaged with investors, JV partners, and licensors in strategic dialogues.

Engineering & Technical Execution

- Designed, validated, and improved mechanical and metallurgical systems for applications in Automotive, Turbo, Industrial Machines, Wind Energy & Heavy Engineering. Executed component-level testing, system integration, and simulations aligned with global ISO standards. Contributed to early Lean implementation, reducing cycle times and improving process flow.

Governance, Board Responsibilities & CSR Stewardship

- Ensured board & CSR compliance (Companies Act). Implemented corporate governance in line with legal and ethical frameworks. Participated in board-level decisions on CAPEX, ESG, and legal affairs. Directed CSR initiatives focused on environmental and societal impact. Guided succession planning, policy formulation, and leadership evaluation. Oversaw approval of strategic contracts, expansions, and infrastructure projects.

Group Business Head

HIM Teknoforge Limited

2024 JAN Onwards

Working for BSE Listed Group as (Group Business Head) having **multi location Plants** in India

PRODUCTS: Axles, Gears, Transmission Components, Forgings, Casting Machined Components.

- Responsible for P&L for products as well as ensuring benchmark KPI for Quality, Safety, Delivery & cost/pc. Project in-charge - New product development with Major OEMs Directly, expertise in Defining manufacturing process including investment finalization till SOP for ensuring healthy ROI.
- Led P&L and operations across multiple manufacturing plants in India
- Accountable for delivery performance, cost control & operational stability.
- Implemented productivity improvement and process standardisation programs.

Group Business Head

Premier Group

Apr'19 to Dec 2023

- Successfully established strategic vision and strategy, and led a complete turnaround in both business results and company culture, Located in Pune 3 Plants .
- Developed 40 % average new business with domestic & multinational customers
- Transformed into Lean Manufacturing Organization by strategically outsourcing the non-core operations to dedicated Supply Chain of suppliers. Outsourcing has partially drained the financial burden of investments required for new business.
- P&L responsibility for Suspension business, comprising 4 manufacturing facilities at Pune & around.
- Responsible for NVH ,Suspension R&D and large scale Tool room for manufacturing of dies for India & export business.
- Long Term Key window Business Head for TATA Motors, Volvo Eicher Commercial Vehicles Ltd ,Asia Motor Works, Mahindra & Mahindra, M&M Trucks & Buses, Volkswagen, General Motors ,MG Motors, Ashok Leyland, Daimler India.

Vice President

Hero Motors Group (Multi Locations Plants)

Sept'15 – Mar'2019

Munjal Kiriu Industries Limited, ZF Hero Chassis Systems P Ltd, Hero Motors Limited

SBU HEAD Multi location Plants In India, Srilanka & Germany. Automotive Business

- Managing Operation while enhancing Components business to OEMs.
- Optimized plant layout to reduce waste by 25%, improving production throughput.
- Secured 30% productivity increase while negotiating with labour unions, ensuring smooth workforce relations.
- Headed for premium components for E-Bike & EV manufacturing units with 70% exports across Europe, UK, US, Africa, and Japan. Spearheaded business turnaround strategies, secured global contracts, and launched contract manufacturing for E3W vehicles. Achieved a 35% cost reduction through management control systems.
- Optimized fixed and variable costs by 30%, implementing OBEYA MGT Controls.
- Responsible for operations, comprising of manufacturing facility at NCR, Ludhiana, & Sri Lanka includes FG Procurement, Quality, SCM planning and Logistic includes responsibility of demand planning for automotive business. Responsible for all plant functions, plant management including full P&L for the plant.
- Responsible also as Leader for International product network for ensuring product profitability globally including plants overseas. Enhancing customer satisfaction by providing high quality products & superior customer experience, Driving long term plant strategies.

Director

Putzmeister Machines Private Limited (German Subsidiary)

July'12 – Aug'15

Role: Our India business location serving Indian, South East Asian markets, Europe & America.

German Group in Equipments, Machined Components, Assemblies, Localization, Export.

The delivery performance to the customer schedule is over 95%. Plant accreditation to QS 9000, ISO 14000 and OSHA 18000. Established & introduced new products with technology transfer from Germany to India with complete accountability on process development, manufacturing capacity development, Ensuring enhanced customer satisfaction through delivery fulfilment & with high product quality.

- Establish and execute business excellence at all plants and suppliers across India and APAC
- Strengthened supplier quality, delivery reliability, and cost competitiveness.
- Established structured supplier capability development frameworks.

Vice President

Amtek Auto Limited (V Neepaz)

Nov'09 – June'12

(SBU Head) Aurangabad Pune

Amtek is a large automotive component and assembly manufacturer with manufacturing operations spread across India, Germany, UK and US. The major product groups include Machined Components & Assemblies, Steel Forging, Aluminium Casting, Ferrous Foundries etc.

Clients Served thru Neepaz Amtek : Tata Motors, VECV, Mahindra & Mahindra, Ashok Leyland, Maruti Udyog Limited, Ford, Hyundai, General Motors, Tier-1 MNC, GKN, American Axles, Allison Transmission, Bajaj Auto, Hero, Honda etc

Key Deliverables

- Business head for business units of forgings & Machining units of variety of Automotive and Non-automotive sector Parts. Responsible for Y-o-Y growth in Sale Revenues
- Transmission and Engine Gears & Shafts, Precision Forgings. Specializing in precision engineering solutions for the automotive industry, offers a diverse range of products, including connecting rods, gear shifter forks, yokes, flywheel ring gears, flex plate press forgings, case components, and bearings.

Selected Accomplishments:

- Increased net profit by 37% in 2011-12. On track for a similar jump in 2009-10.

- Streamlined the Manufacturing Systems thereby reducing the strain on resources and significantly reducing the manpower cost.
- Turned around the business by instilling new vision of development & growth. Expanded the customer base & diversified the business from Gears to Transmission Sub-assemblies & to non-Gear parts. Strategized the purchasing of capital Equipments as well as daily consumable materials.
- Expanded product profile to export –reputed MNC Manufacturers in Engine family added to product profile.
- Responsible for P&L for SBU activities including Pricing, new product introduction, product planning, getting best results from all functional heads/divisions. Overall P & L responsibility for OE, Revenue growth and market share.
- Product profile enhanced (Transmission Gears & Shafts, Automotive ,Equipments ,Oil & Gas field)
- Led efforts to transform organization engine gear supplier to complete powertrain gear & shaft supplier.

DGM Spicer India Limited (JV Anand Group & Dana Corporation)

Sep'05– Oct'09

- Acquisition of New Business with the current & new customers to increase the top line of the organization while protecting the bottom line.
- Focus to sustain / improve bottom line of the organization by recovering steel prices & conversion increases from OEMs in line with the industry movement, Program Management
- Develop relationships with customers with responsiveness to QCD issues timely resolution. Finalize MOU's & SOB with the current & new customers.
- Key Account Management for Volvo Eicher Commercial Vehicles Ltd, Ashok Leyland, AL Nissan, Daimler India Commercial Vehicles Ltd, General Motors, Ford India, Volvo India Pvt Ltd, Asia Motor Works ,Mahindra & Mahindra, Mahindra Trucks & Buses, Force Motors, MAN Force Trucks.

Senior Manager

Gabriel India Limited (Anand Group India)

Mar'00 – Aug'05

- New Business Development,Identify new customers, maintain and improve existing business
- Handling RFQs, Quotation submission, negotiation and closing the deals.
- Received Break through orders from major OEMs viz. MUL, HMT, Swaraj Group, Escorts, Sonalika.
- Responsible for growth of frictional Components Domain and won new programs from M&M, Escorts ,SML Isuzu, Maruti Suzuki etc. Won orders in the Export market.

Dy Manager

Birla Yamaha Limited (Indo-Japan JV)

Aug'96 – Feb'00

Joint venture between Birla Group & Yamaha Motor Company of Japan for Producing 2 & 4 strokes engines in India for Portable Gensets, Multi-purpose Engines Exporting to Europe/America Region/Africa.

- Components Development, Vendor Development, Sourcing in India, Japan, Taiwan, Malaysia & China with proven success in managing multi-million-dollar spend portfolios, leading localization projects and developing supplier ecosystems aligned with global OEM standards. Skilled in driving strategic sourcing transformation, supplier quality improvement, and sustainable procurement for Yamaha Motors Japan Multi-Global Locations.
- Handling RFQs , Quotations, Costing, Process analysis, Negotiation & Concluding Pricing with for Sourcing of All Precision Components in Forgings , Castings , Machined Components for India & Export .

EDUCATION & COURSES

1994 B.Tech (Mechanical) from National Institute of Technology Kurukshetra (RECK)

1996 MBA (Marketing / Finance), UBS India

Certification & Training

- Certified Management Course (Program for Business Managers) in IIM Kolkata, India. 'Sept17
- **Training** “Finance for Non-Finance Manager” by **Indo-German Training Centre, March'12**
- **MDP on** “Export Marketing, Procedure and Documentation” by **IIFT Delhi, May'08**
- **MDP on** “Strategic Business Communication” by IIM Ahmadabad (Nov-Mar'07)
- **Member :** ACMA , CII , ICEMA , IGCC , German Association

