

**MANISH H. DAVE**

**Driving EBIT Growth | Business Head | Operations & SCM Leader**

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## **EXECUTIVE SUMMARY**

Business Head / Operations & Supply Chain Leader with 25+ years of experience delivering measurable business outcomes across electrical and industrial manufacturing. Proven track record of driving revenue growth, EBIT expansion, cost optimization, and operational excellence through data-driven decision-making and strong cross-functional leadership.

Expert in translating strategy into quantifiable impact including revenue acceleration, efficiency gains, cost savings, and quality improvement. Experienced in leading ERP/SAP-driven transformation to enable real-time visibility and performance control.

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## **KEY VALUE DELIVERED (MEASURABLE IMPACT)**

- Revenue Growth: Delivered consistent **15–20% increase** through market expansion and customer development
  - EBIT Improvement: Enhanced margins by **7–10%** via cost control and KPI governance
  - Cost Savings: Reduced operational and procurement costs by **8–12%** through vendor optimization and process efficiencies
  - Productivity Gains: Improved plant productivity by **10–15%** using Lean and analytics
  - Quality Improvement: Reduced rejection rates from double digits to **<2%**, minimizing rework and warranty cost
  - Efficiency Gains: Increased process efficiency and throughput by **10%+** via planning discipline and system integration
  - On-Time Delivery: Improved OTD performance by **8–10%**, strengthening customer satisfaction and repeat business
  - Revenue Conversion: Increased order inflow by **15–20%** using CRM insights and strategic account management
  - Compliance & Approvals: Enabled successful approvals with PSU clients through structured execution and quality adherence
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## CORE COMPETENCIES

**Business & Strategy:** P&L Management | Growth Strategy | Market Expansion | Business Transformation

**Operations Excellence:** Lean Manufacturing | TQM | PFMEA | APQP | Productivity & Efficiency Improvement

**Supply Chain Management:** Vendor Development | Procurement Strategy | Cost Optimization | Performance Analytics

**Sales & Customer Management:** Key Account Management | CRM Strategy | Customer Retention & Growth

**Digital & Systems:** ERP (SAP Implementation) | SCADA | Business Analytics | Data-Driven Decision Making

**Leadership:** Cross-functional Team Leadership | KPI Systems | Execution Excellence | Ownership Mindset

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## PROFESSIONAL EXPERIENCE

### Business Head / Proprietor

#### Mark Coating Industries | Vadodara | Oct 2010 – Present

- Led complete business operations including P&L, plant operations, supply chain, and sales strategy
  - Delivered **7–10% EBIT growth** through cost control, budgeting discipline, and KPI-based performance tracking
  - Achieved **10–15% productivity improvement** through Lean implementation and process optimization
  - Reduced rejection rates to **<2%**, significantly lowering cost of poor quality and rework expenses
  - Generated **8–12% cost savings** via vendor consolidation, negotiation, and process efficiencies
  - Improved On-Time Delivery by **8–10%**, enhancing customer satisfaction and retention
  - Increased order inflow by **15–20%**, contributing directly to top-line growth
  - Built a high-performing vendor ecosystem using performance scorecards (quality, cost, delivery)
  - Implemented ERP/SAP systems, improving decision-making speed and operational transparency
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## **ABB Ltd**

### **Project Management | SCM | TQM | Plant Coordination | Apr 2007 – Jun 2010**

- Managed **500–600 transformer inspections**, ensuring compliance with PSU standards
  - Reduced supplier rejection rates by **up to 20%**, lowering cost and improving supply reliability
  - Contributed to **~5% EBIT improvement** through PFMEA and KPI-driven operational enhancements
  - Strengthened vendor performance using analytics-based quality and delivery metrics
  - Enabled faster approval cycles with structured coordination and compliance tracking
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## **L K India Pvt Ltd**

### **Plant Operations & Export Management | Apr 2003 – Jun 2006**

- Improved manufacturing efficiency through data-driven production planning and scheduling
  - Reduced rejection and rework costs using root cause analysis and trend monitoring
  - Enhanced On-Time Delivery through structured planning systems
  - Coordinated with global stakeholders using performance dashboards and reporting tools
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## **B L Fuse gear Pvt Ltd**

### **Plant Operations / SCM / CRM / TQM | Feb 1999 – Mar 2003**

- Improved product quality through rejection trend analysis and testing optimization
  - Supported new product development using validation and performance data
  - Strengthened supply chain through vendor performance measurement (cost, quality, delivery)
  - Contributed to ISO certification through process standardization and compliance
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## **EARLY CAREER**

Transformer & Rectifier (India) Ltd | ABB Ltd | Blue Star Transformer

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## **EDUCATION**

Bachelor of Electrical Engineering M.S. University of Baroda

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## **INDUSTRIES SERVED**

Power | Railways | Pharma | Industrial Manufacturing | Corporate sectors

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## SYSTEMS & TOOLS

ERP (SAP – Implementation & Integration) | SCADA | PFMEA | APQP | PPAP | Quality Analytics

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## LEADERSHIP STYLE

Execution-focused | Data-driven | Result-oriented | High accountability | Continuous improvement mindset

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## EXECUTIVE VALUE STATEMENT

- ✓ Convert operations into **financial performance (EBIT, cost, growth)**
- ✓ Strong **data-driven leadership approach**
- ✓ Proven ability to deliver **consistent, measurable business results**
- ✓ Experience across **Power, Railways, Pharma , Industrial & corporate sectors**