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EXECUTIVE SUMMARY







Dynamic **Operations, SCM & Business Leader** with 25+ years of experience driving **profitability, operational excellence, and business expansion** in electrical and industrial manufacturing.

Ex-ABB professional and entrepreneur with proven expertise in **building and scaling manufacturing businesses, optimizing cost structures, and leading cross-functional teams across Operations, Supply Chain, and Sales.**

Strong track record of delivering **measurable business outcomes** through strategic execution, process excellence, and leadership.

 Known for converting **operational challenges into profitable business opportunities.**

KEY BUSINESS ACHIEVEMENTS

-  Delivered **22% Sales Growth** across Railway & Pharma sectors
 -  Improved **EBIT by up to 7%** through cost optimization & Lean practices
 -  Reduced rejection rates by **8–20%**, improving quality & margins
 -  Built and scaled a **manufacturing MSME from ground up**
 -  Improved **On-Time Delivery by 6–11%** using APQP & PPAP
 -  Developed strong vendor ecosystem aligned with **PSU standards (PGCIL, NTPC, REC)**
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CORE COMPETENCIES

Business & Strategy

- P&L Management
- Business Growth & Market Expansion
- Strategic Planning & Execution

Operations Excellence

- Plant Operations & Manufacturing Leadership
- Lean Manufacturing | TQM | PFMEA | APQP | PPAP
- Productivity & Efficiency Improvement

Supply Chain

- Vendor Development & Cost Optimization
- Procurement Strategy
- Inventory & Logistics Optimization

Sales & Customer Management

- Key Account Management
- CRM & Relationship Management
- Industrial Sales Growth

Leadership

- Team Building & Cross-functional Leadership
 - KPI Management & Performance Improvement
 - Problem Solving & Decision Making
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PROFESSIONAL EXPERIENCE

Business Head / Proprietor

Mark Coating Industries | Vadodara | Oct 2010 – Present

Entrepreneurial leader responsible for **end-to-end business operations including P&L, plant operations, SCM, and sales growth strategy.**

Key Contributions:

- Delivered **7% EBIT improvement** through cost control and process optimization
 - Achieved **<2% rejection rate**, ensuring consistent product quality
 - Built and managed **vendor ecosystem aligned with PSU requirements**
 - Improved operational efficiency using **Lean manufacturing practices**
 - Strengthened customer base across **Railway, Pharma & Power sectors**
 - Ensured consistent **On-Time Delivery performance**
 - Led business expansion through **strategic planning and execution**
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Project Management | SCM | TQM

ABB Ltd | Apr 2007 – Jun 2010

Key Contributions:

- Led vendor development aligned with **PGCIL, NTPC, REC standards**
 - Reduced supplier rejection by **up to 20%**
 - Improved EBIT by **5% using KPI-driven and PFMEA approaches**
 - Increased key account business by **5%**
 - Recognized as **Best Performer** for plant efficiency improvement
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Plant Operations & Export Management

L K India Pvt Ltd | Apr 2003 – Jun 2006

Key Contributions:

- Led **plant setup and capacity planning** for export business
 - Increased production output by **15%**
 - Boosted export sales by **8%**
 - Reduced rejection rates by **8% through PFMEA implementation**
 - Managed **CRM, project execution, and process improvements**
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Plant Operations / SCM / CRM / TQM

B L Fusegear Pvt Ltd | Feb 1999 – Mar 2003

Key Contributions:

- Reduced operational costs by **4% via vendor development**
 - Increased sales orders by **10%**
 - Improved OTD by **6% using APQP & PPAP systems**
 - Contributed to **ISO certification initiatives**
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EARLY CAREER

Transformer and Rectifier (India) Ltd – TQM / SCM

ABB Ltd – Testing Engineer (33–400 KV SF6 Breakers, SCADA-based testing)

Blue Star Transformer – Trainee (Plant Operations Exposure)

EDUCATION

Bachelor of Electrical Engineering
M.S. University of Baroda

Industries Served

Railways | Pharma | Power | Industrial Manufacturing

Systems & Tools Exposure

SCADA | ERP Systems | Quality Tools (PFMEA, APQP, PPAP)

Leadership Style

- Execution-focused
 - Transparent & accountable
 - Strong decision-making under pressure
 - High ownership mindset
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