Sanjay

Sanjay.165360@2freemail.com

Factory Manager

 PERSONAL SUMMARY

* Dedicated, resourceful, and innovative Professional with 27 Years experience includes 4 years in UAE in area

of Operations, Production ,Maintenance, Service Management, Site Management, Trouble shooting, Sales , Marketing, Client relationship, Factory management and Team management.

* Credible track record of heading end to end plant operations, and streamlining processes, maintenance, products service, exceeding sales targets, developing clients, building sales teams.
* Demonstrated functional excellence in delivering service, repairs, overhauling and troubleshooting solutions to client satisfaction .
* Proven capabilities in preparing/submitting comprehensive service offers to overseas clients and ensuring service delivery within define quality and time schedules
* Demonstrated abilities in managing operations ,maintenance, service and sales team with a view to achieve business objectives and ensuring top line and bottom line profitability.
* Proficient in managing Sales Operations, organizing promotional campaigns, building relationship with clients & achieving desired goals.
* Hand on experience in managing projects, vendor development, substitutions, inventory control, planning and cost estimation of break downs/annual plant shut down, failure analysis, preventive/predictive maintenance.
* Possess excellent communication, Relationship management & Team Building Skills with dexterity in mentoring and managing  sales and service teams.

 CAREER HISTORY

***Anya Polytech & Fertilizers Pvt. Ltd. Shahjahanpur India***

***(***[***www.apfl.in***](http://www.apfl.in)***)***

***FACTORY MANAGER December 2015- Present***

APFL is a pioneer organization in the domain of high acclaimed fertilizers and is prominent manufacturers and suppliers of Hepta zinc sulphate, Mono zinc sulphate and Micronutrient fertilizers. APFL successfully incorporated contemporary technology and innovative technique in its production method.

 **Duties***:*

* Handling of end to end execution of the project for setting up Hepta Zinc sulphate, Mono zinc sulphate and Micronutrient plant.
* Planning & implementing the preventive & predictive maintenance of Plant, machines, personnel, production, equipments for improving the overall reliability, safety & maximum efficiency under safe operating conditions.
* Lead team of line managers for better performance of Plant Operations and Regulatory Compliance
* Techno –Commercial discussion with contractors, suppliers and vendors.
* Managing production planning, operations activities, streamline processes procedures to facilitate smooth production process to enhance productivity of zinc sulphate hepta hydrate, zinc sulphate mono hydrate and micronutrients fertilizers.
* Implementing cost saving measures to achieve substantially reduction in terms of raw materials, manpower and equipments.
* Demonstration of abilities in analyzing various reports as stock report, daily production report, packing materials and raw materials report .Providing recommendation for fine tuning and efficient management of stores material operations.

***Petrotech Enterprises L.LC. Dubai UAE***

***(***[***www.petrotechgroup.ae***](http://www.petrotechgroup.ae)***)***

***SALES MANAGER May 2011 – September 2015***

Company represents world renowned instrumentation and process control products for Oil & Gas, Marine, and application of Process Control, Pneumatic & Fluid Power Equipment. Petrotech has offices in Dubai, Abu Dhabi, Sharjah, Kuwait, Oman & India

 CAREER HISTORY

 **Duties***:*

* Implement product roadmaps to maximize exposure across markets.
* Galvanize the efforts of multiple units to build business cases and support for product decisions.
* Manage product marketing team and lead business development effort for industrial and automotive products line.
* Motivate sales teams at different company locations.
* Leverage customer / market research data and competitive analysis to plan next steps,
* Present product strategy to senior management team backed by hard data and projections.
* Monitor competitors' [products](http://www.greatsampleresume.com/Job-Responsibilities/Product-Marketing-Manager-Responsibilities.html) and improvise selling strategies for own products.
* To achieve & exceed targets set by Management, thereby improving performance & efficiency.
* Technical analysis of inquiries and preparation of bids for submission to clients with in the Limited time frame.

. ***Products handled for sales in Dubai, Abu Dhabi, Sarjaah, Oman & India is as follows:***

* Hydraulic Torque wrenches, Hydraulic Stud Tensioners, Hydraulic Jacks, Pumps, Jaws Pullers, Presses,

 Nut Splitter, Flange Spreader, Cable Cutter, Electrical Cum Hydraulic Pumps etc.

 **Make-Holmatro, Netherland & Larzep, Spain.**

* Hydraulic & Mechanical Pullers,Axle Stands, Hydraulic Bottle Jacks, Hydraulic Trolley Jacks, Hydraulic Pallet Trucks, Hydraulic Cranes, Hydraulic Press, Pneumatic Grinders & Pneumatic Impact Wrenches & Air Ratchets. **Make-KS /Elora Tools Germany, Mega Hydraulics Spain**
* Fittings, Valves, Filters, Manifolds, Regulators and Hoses etc. ***Make- Parker, USA.***

 ***Mekaster Tools Limited. Vadodara, India***

 ***(***[***www.mekastertools.com***](http://www.mekastertools.com)***)***

 ***Sr. MANAGER- Marketing &Service May 2006 – April 2011***

 A premier industrial tools & equipment manufacturing and marketing company in India. The company also

 represents overseas principals in India for marketing and service of their products.

 ***Duties***

* To nominate & brief engineers on work requirement at customer site, ensure compliance to all processes,take feedback from customer in order to understand & fulfill customer's service needs.
* To analyze customer needs, nominate engineer for servicing, overhauling & trouble shooting situations.
* Maintaining records of all pricings, sales, and activity reports submitted by Sales Executives.
* Ensuring deadlines and targets are achieved whilst maintaining a high quality of service.

 ***Products handled for marketing & service in Gujarat region are as follows:-***

* Hydraulic Torque wrenches, Digital Torque wrenches, Electrical & Pneumatic Torque wrenches, Mechanical Torque wrenches, Torque Multipliers etc. **Make – Losomat, Germany.**
* Mechanical Torque wrenches , Torque Multipliers and Torque Testers, Pneumatic Impact wrenches .Drills and Grinding M/cs,Pneumatic Valve seat Grinding and Lapping M/cs.

**Make-SAM Tools, France & Mekaster,India**.

* Hydraulic Jacks, Pumps, Jaws pullers, Presses, Nut splitters, Flange spreaders, cable cutter, Electrical cum Hydraulic pumps etc. **Make—Holmatro, Netherland.**
* Reverse Impact wrenches, Air tools, Tube Expanders Make **-- Cooper Tools, USA**

 ***Maco Corporation India Pvt .Ltd Vadodara, India***

 ***(www.macocorporation.com)***

 ***MANAGER- Sales & Service August 2000 – May 2006***

 Kolkata based multi engineering group having branches all over India and supported by tie-up with world leaders (Americans & European Companies). Mainly dealing in imported tools / hydraulic tools & equipments.

 ***Duties:***

* Managing entire sales & service operations with final accountability to ensure sales & service delivery to total satisfaction of Customers.
* Facilitate smooth order execution & handling entire business cycle from submission of quotation.
* Follow up with customers to closing the sale & processing of order.

  ***Products handled in Gujarat region are as follows:-***

* Hydraulic Torque wrenches, Hydraulic Bolt tensioners**,** Hydraulic Flange spreaders and Nut cutters,

Hydraulic Powerpacks**. Make- Hydratight Sweeney, UK/USA.**

* Aerial work platforms, Self-propelled scissor lifts, Self-propelled telescopic booms, and Trailer Mounted Z boom- Hydraulic cum Electric power operated. **Make-Genie Industries, USA.**
* Rotating Unions: In – the shaft or End – of -- the shaft Mounting,mono or dual – flow application Single, double or multiple passage type for water, steam, air ,and coolant services. **Make- Dublin, USA.**
* Pneumatic Cylinders, Direction control Valves and FRL systems etc.**Make-Numatic USA.**

CAREER HISTORY

***Mekaster Tools Limited .New Delhi India***

***(www.mekastertools.com)***

***Asst. MANAGER- Sales & Service Sept 1993 – August 2000***

The company is engaged in manufacturing of Industrial Tools and was exclusive distributor of Snap-On International Tools USA, Sweeney (now Hydratight) USA.

***Duties.***

* Analyzing customers' needs, making work allocations to appropriate engineers for sales,servicing, overhauling & troubleshooting, with regular monitoring.

• Educating the customers on maintenance and proper upkeep of the machines.

* Identifying training needs of the engineer/technicians and arranging training session for them to keep their skill levels up-to-date.
* To achieve & exceed targets set for sales & service by Management, thereby improving performance .

 ***Products handled for sales & service in northern region are as follows:-***

* Hydraulic Torque wrenches, Hydraulic Bolt tensioners, Hydraulic flange spreaders and Nut cutters etc. **Make – Sweeney USA.**
* Industrial Tools and accessories, Mechanical Torque wrenches, Torque Multipliers, Pneumatic Impact wrenches, Drills and Grinding M/cs, Pneumatic Valve seat Grinding and Lapping m/cs.

**Make-Snap-on Tools USA & Mekaster India.**

* Hydraulic Jacks, Pumps, Pullers, Presses, Floor Crane, Flange Spreaders, Nut cutters **Make – Power Team USA, Enerpac USA & Mekaster India.**

***Premnath Auto Pvt. Limited .New Delhi India***

 ***ENGINEER- Sales &Service Oct 1990 – Sept 1993***

The company is authorized exclusive distributor for Ashokleyland Diesel Generator Sets for sales and service of their products.

 ***Duties****:*

* Successfully managed erection and commissioning of Ashokleyland DG Sets within defined timelines.
* Identified potential clients, submitted offers, negotiated/ secured price approvals from HOD and managed sales of DG sets.
* Carried out servicing, repairs, overhauling and troubleshooting of Ashokleyland engines to total satisfaction of the clients. Exceeded sales, collection and servicing targets consistently throughout the service span with the company

 ***Products handled for sales & service in northern region are as follows:-***

* Industrial Diesel Generator Sets. **Make- Ashokleyland**

CORE COMPETENCIES
•Production Excellence • Cost Control • General Administration • Procurement • Raw Material Planning • Service Management • Service Network Development•  Service/ Repairs/ Overhauling • Business Development • Publicity/Service sales /Promotion • Team Management.

ACADEMIC QUALIFICATIONS & SEMINARS

 ***Harcourt Butler Technological Institute (H.B.T.I.), Kanpur, India******1990*** Bachelor Degree in Mechanical Engineering – B. Tech (First Class)

***Losomat, Germany 2008***Training program on assembly*, calibration and applications of Various Hydraulic equipment*

***KS Tools -Germany, Dubai 2011***

Mechanical maintenance skills training program for their Industrial Tools and safe working practices and understand the principles of preventive and first-line maintenance

***Parker Hannifin –USA , Dubai 2012***

Mechanical maintenance skills training program for their Industrial equipment and understand the operation of various pumps and state typical faults and their symptoms. Correctly dismantle and replace various hydraulic / pneumatic tools.