CIRICULAM VITAE



**Ashish**

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# Office / Factory Manager

**Proactive and highly enthusiastic Qualified Engineering Sales Manager with deep understanding of manufacturing processes, quality assurance, design & maintenance. Practices for Oil and Gas Industrial Products as well as general commodity products.**

# CAREER SUMMARY

More than 35 years of shop floor experience in the Sales and Business Development, Manufacturing, Machining, Metalworking, Steel Fabrication, Tools and Die making, with 25 years of experience in managing operations in India & Oman.

# Key Skills

A- **Technical Skill**

* Highly developed skills for design, tooling, machining & Heat treatment process. With conventional & CNC machines.
* Deep understanding of Manufacturing of press tools, plastic moulds & die casting dies.
* Deep understanding of metal forming, casting & forging process.
* Hands on experience of Valves and their manufacturing process.

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# B- Administrative Skill

* Excellent Motivator thus increasing effectiveness and efficiency of work force.
* Having broad vision and out of box thinking to utilise all the resources (Man Machine and Money) to optimum limit thus giving maximum ROI to stakeholders.
* Operates on Stick on time Principle for on time delivery by detailed planning and scheduling.
* Well versed with MIS and reporting.
* Expert in Kaizen for continuous improvement. Worked on principal of creative thinking of minimum changes resulting in Maximum efficiency and profit.
* Well versed with Tally, Electronic mail and MS office.
* Expert Vendor Management right from identification of vendor, review of quotations,
* Comparative statements, negotiation and Work order award and monitoring progress.
* Expert in Software based inventory management.
* Proactive after sales service provider including troubleshooting and training.
* Exposure to strategic Management.
* Certified ISO 9001 Lead Auditor

# ACHIEVEMENTS

* Established and implemented business network system to cater for different areas and existing and prospective clients.
* Administered Project based Planning, budgeting, resource allocation and accounting.
* Drove strategic decision making for developing business and expansion.
* Created competitive vendor and Supplier base for critical items for all the companies wherever I worked.
* Developed & Implemented Work procedures and work instructions implemented 9001:2008, ISO 14001:2004 & OHSAS 18001:2007 in the company in the capacity of MR.
* Established Productivity KPIs for workforce, imparted training to improve skilled workers to be more effective and unskilled to be skilled.
* Achieved on time Delivery for key customers.
* Increased efficiency and effectiveness of staff, ensuring optimum utilization of machines and materials.
* Introduced improved shifted scheduling to ensure availability of manpower round the clock.
* Successfully Erected Aluminium collapsible tube plant at Hyderabad.
* Manufactured highly precision helicopter missile components.
* Manufactured Industrial components plastic moulds.
* Being part of the team developed **Portable Fire extinguishers** by Aluminium Extrusion process for the first time in India.
* Being part of the team developed **Piercing technology of plastic cap** for Aluminium collapsible tubes for Pharmaceutical companies.
* Designed seamless process & flow charts as part of Software based Inventory control package.
* Drove after sales service proactively by introducing after sales follow-up calls and training to client’s technical staff as part of the improved process.
* Pro management and delivery thus increasing sales of company by 240% during 6 years of my dedicated service
* Executed capacity calculation for current and future projects in terms of labour hrs.

# EXPERIENCE RECORD

**From September 2019 – Till date Office Manager**

# General Trading company in Musaffah, Abu Dhabi.

Responsible for Development of business and Office Management

**Trading business** (Consists of supply of industrial Pneumatic and Hydraulic Valves, Supply of all types of Electrical, Mechanical and Instrumental instruments, Supply of Bearing, Hoses, developing plastic caps for food industries, Structural steel fabrication, Supply of welding machines and accessories.

* Successful in establishing new business with Steel, Oilfield Industries, Steel fabrication and contracting firms.
* Extended business to all over UAE including Abu Dhabi, Dubai, Ras Al Khama.
* Extended business to all over Oman including Sohar, Muscat, Salalah.

# From June 2018 – August 2019 Business Development Manager

**Abraj Desely Technical Services Sohar, Sultanate of Oman**

Responsible for Development of business in 2 verticals

1. **Trading business** (Consists of supply of industrial Pneumatic and Hydraulic Valves, Supply of all types of Electrical, Mechanical and Instrumental instruments, Supply of Bearing, Hoses, developing plastic caps for food industries, Structural steel fabrication, Supply of welding machines and accessories.
2. **Service Business –** Labour supply, engineering services & Camp facilities with Food and accommodation.
   * Successful in establishing new business with Steel, Food and cement industries.
   * Expanded existing business with Jindal Shadeed.
   * Extended business to all over Oman including Sohar, Muscat, Salalah, Duqm

# From Jan 2018 – June 2018 Head of the Business Development

**SMP Controls Pvt Ltd.**, **New Delhi, India.**

Responsible for Development of business in 2 verticals

1. **Trading business** (Consists of supply of industrial Valves, Industrial Safety Products, Machine Tools Products, Special purpose valves, Steam systems consisting of steam boilers, boiler accessories, steam distribution systems and condensate recovery systems.
2. **Service Business –** Converting manual valve system to automated valve system.
   * Successfully established business with Taikisha Group, Parle Products, Arohi Maintenance and Anubhav Enterprises
   * Signed trade agreements with Mevada Engineering Works, Volfram India Pvt Ltd.
   * Introduced and developed client base in Sugar and Cement Industry.
   * Expanded existing business with Avcon controls Pvt Ltd.

# From Dec 2015 – Dec 2017 Operations Head

**Blue Star United LLC**,

# Muscat, Oman

*(Structural Steel Fabrication & Machining Jobs)*

* + Being 1st employee of the company, was major contributor to establishment of company.
  + Strategic concept of Product and Services.
  + Estimating cost of establishment, Selection of machinery, machine layout, selection and recruitment of technical staff.
  + Projection of cash flow, business development to execution. Heading Entire operations.
  + Being Start-up reviewing staff functions like HR and accounts as well.

Developed fabricated supplied and erected various items like foundation bolts, Aluminium Motor Body castings, Caser Holders, break liners, Nozzles, cutting tools for various clients like Jindal, Sohar Steel, Muscat Steel, Shark Steel, L & T, Gulf Mining, Sohar lighting poles etc.

# Since Dec 2009 - Nov 2015 General Manager

**International Technical Engineering Co LLC**,

# Sohar, Oman

*(Structural Steel Fabrication & Machining Jobs)*

* + Apart from Role as General Manager (Operation Head), proactively took part in strategic management, business development and expansion.
  + Originally company was into Machining. Taking gist of market dynamics, proposed diversification in Steel fabrication erection which resulted in increasing turnover from 60000 OMR to 1350000 OMR within span of 2 years.
  + Proactively attracted and effectively executed role of Business Development Head for this diversification.
  + Worked on Stick on time principle to be known as on time Delivery Company in related market sector.
  + Administered Project based budgeting and resource allocation and accounting.
  + Increasing efficiency and effectiveness of staff and ensuring optimum utilization of machines and material. Introduced overlapping shifts to ensure round the clock production.
  + Pro management and delivery thus increasing sales of company by 240% during 6 years of my dedicated service.
  + Fabricated structural steel, foundation bolts of more than 1000Ton, and produced precision Machine components
  + Worked for major clients like L& T, Oman Aluminium Rolling Company, Jindal, Sohar Steel, Muscat Steel, Shark Steel, Gulf Mining, Oman Cement, Al Turky group

# Since July 2004 - Nov 2009 Partner

**Creative Precision**, **Mumbai, India**

As a Partner was involved in every minor detail of company formation,

* + Feasibility Study
  + Budgeting
  + Raising Capital
  + Business Development
  + Registration as vendors,
  + Finding and developing shed for premises as per requirement, including scraping old equipment,
  + Machine layout, procurement and erecting of ancillary equipment like EOT cranes, etc
  + Procurement and instalment of CNC machines, Hydraulic Presses, shearing machines, air compressors, CNC Machines, rotating equipment, etc.
  + Recruitment of staff,
  + Accounting
  + Collaborating with downstream companies. .

Manufactured helicopter components and defence items for L & T Heavy, Powai Did Reverse Engineering for plastic and die casting items

Manufactured Plastic Injection Moulds

Machining and CNC Programming of turn components on CNC Lathe machine

# Feb 1993 – Jun 2004 Quality Control Manager

**Avcon Controls PVT Ltd.,**

# Mumbai & Pune, India

*(Manufacturers of all kinds of valves)*

*Jointed as a Development Engineer and become quality control manager by 2000*

* + Designed & Implemented Software based Inventory control package which resulted in quick promotions and getting noticed by Managing Directors.
  + Brought proactive approach to after sales service by introducing after sales follow-up calls and training to client’s technical staff.
  + Technical evaluation of the quotation and comparative analysis.
  + Part of Development team of electronic circuits for valves
  + Installed Valve testing bench.
  + Implemented training programme to customers & staff on trouble shooting
  + Evaluated sub-contractor on the basis of Quality and performance.

Executed projects for L&T, Telco, Mercedes Benz, Maruti Udyog, Jindal, Ceat tyres, Videocon.

# Feb 1991 – Feb 1993 Planning Engineer & QC Engineer

**Impact Containers Ltd,**

# Mumbai, India

*(Manufacturers of Aluminium extruded collapsible tube & Aluminium sections)*

* + Executed capacity calculation for current and future projects in terms of labour hrs.
  + Prepared shipment schedules for manufacturing based on agreed dates with clients,
  + Monitored shop floor production activities & Implemented MIS for progress.
  + Follow-up of bought out items with Procurement.
  + Monitored Mock-up of tubes.
  + Corrective and preventive action taken based on observations made by client during Review meeting.
  + Prepared documentations based on QMS.
  + Implemented the systems due which achieved 20% reduction in wastages.
  + Standardized threads result in 30% increase the productivity
  + Planning and coordination of all 6 Plants situated all over India is done.
  + Erection and commission of Aluminium collapsible tube Hyderabad plant. Executed projects for Colgate, Pfizer etc.

# Sep 1987-Jan 1991 Production & Planning Engineer

**Inraj Engineering Works, Mumbai, India** *(Manufacturers of press items)*

* + Maintenance of tools and machineries for smooth flow of production
  + Coordinated with stores & purchase for production needs.
  + Handled Clients in the progress meetings.
  + Erection and commission of Motor Stamping division at Chiplun Maharashtra.

Worked for clients like Rally Fan, Crompton Greaves and Agasti Pumps.

# Aug 1983 - Sep 1987 Tool & die Maker Trainee

**L & T, Powai Tool room, Mumbai, India**

* + Training of Manufacturing press tools & die casting dies.
  + Handsaw training on all kinds of conventional and non-conventional machines like wire cut machines, spark erosion machines, jig boring, jig grinding, surface grinding machine, cylindrical grinding machines, milling machine, lathe machine etc.
  + Handsaw training at Heat treatment department.
  + Well verse of all type of hardening procedures
  + Well verse of Metrology of the material.
  + Through knowledge of Inspection Instruments

# PROFESSIONAL QUALIFICATIONS

* + Diploma in Mechanical Engineering from the Board of Technical Education, Bombay in March 1991.
  + NCTVT in tool and die making Sep 1987

# CERTIFICATIONS AND TRAININGS

* + Lead Auditor for Quality Systems ISO 9001 (Audit Planning, Audit Skills & Audit Reporting) in June 2011. ISO Management Representative (ISO 9001-2008) for Quality Management Systems.
  + Attended TQM training programme at Cummins India, Pune
  + Landmark course completed at Mumbai.
  + COBOL & Basic language computer programming.
  + Well verse of using Fox Pro, windows 2007, MS Office, Tally