|  |
| --- |
| **DANKE** **CEO & DIRECTOR** A Performance Driven Technocrat with entrepreneurial initiative and vision who drives revenues and manages rapid growth, profitability with a focus on building a strong corporate culturedanke.322499@2freemail.com  |
| Core Competencies**Strategic Planning****Entrepreneurial Initiative****Profit Centre Operations****Stakeholder Management****Business Development****Manufacturing Operations****Revenue Generation** **Business Continuity Planning****Team Management**Personal Details**Date of Birth:**2nd Aug. 1969**Languages Known:** English, Hindi and Marathi  | Profile Summary  |
| * **Offering combined experience of 29 years with**  verifiable year-on-year success achieving revenue, profit, and business growth objectives within start-up, turnaround, and rapid-change environments
* **A New Start-up Specialist** led the establishment of Kunal Industries Pvt. Ltd. dealing with manufacturing engineering products for various client across the globe such as Saint Gobain (France), Isolet Industrial (Brazil) and Chheda Electrical & Electronics Pvt. Ltd. (India)
* **Spearheaded the entire gamut of business & manufacturing operations** for the organization with a **turnover of INR 3 crores per year** and **a net profit of INR 40 lakhs per year**
* **Innately wired for strategic & tactical thinking—formulated& executed corporate strategic plans:** developed & executed high-level strategies, made high-stakes decisions and tackled mission-critical business challenges
* Vast experience across multiple domains across the Manufacturing Industry entailing Manufacturing Operations, Finance, Projects, Materials, Commercial, Export Marketing and Quality Management
* Directed productive cross-functional teams using interactive and motivational leadership that spurs people to willingly give 110% effort and loyalty
* History of **excelling in introducing new organizational change**, expanding markets and leveraging existing knowledge base with internal resources to facilitate business excellence

Education* Diploma In Mechanical Engineering from Solapur India in 1987
* NDT TESTING 1993 Pune India
* ISO 9001:2008 CERTIFICATION COURSE 2008 Pune India
* IMPORT & EXPORT MANAGEMENT 2009 Pune India
 |
| Career TimelineJan’07- till dateKunal Industries Pvt. Ltd. as Founder DirectorJan’93 –May’94Pune Heat Treat Pvt. Ltd. as QC and Ved MgrMay’89-Jan’91Hirlekar Precision Engineering Components Pvt. Ltd. as Engineer-Production  |
|

|  |
| --- |
| May’87-May’ 88Mahindra Ltd. as Trainee EngineerJun’91-Jan’93 Maharashtra Electricity & Metal Industry, Pune as Manager Production & Dev1 yr.2.5yrs.1.5yrs.12yrs.10yrs.2.5 yrs.May’94-Oct’06 Geissel GmBH as General ManagerMay’ 88-May’ 89 Finolex Cables as Trainer Engineer1 yr. |

 |
|  Soft Skills

|  |
| --- |
| CommunicatorPlannerMotivatorCollaboratorChange Agent  |

 |
| EntrepreneurialExperience | **Founder Director Jan’07- till date****Kunal Industries Pvt. Ltd.** **Key Result Areas:*** Structuring the business operations for the profit center with a view to attain business excellence; formulating the profit center budget for operational / business development activities
* Spearheading the business forecasting & financial modelling to help short term and long term planning of the organization; administering the generation of financial forecasts, mid-quarter estimates and business plans based on analysis
* Directing the engineering & manufacturing operations of the organization and interfacing with premier clients across multiple geographies entailing Saint Gobain (France), Isolet Industria (Brazil) and Chheda Electrical & Electronics Pvt. Ltd. (India)
* Creating value propositions for clients including Request for Proposal (RFP) templates for mapping customer requirements and designing products accordingly
* Impacting organization profitability through effective strategic and tactical management decisions and new business development; collaborating with the team members in formulating strategic business plans entailing budgeting & forecasting and various cost control measures
* Establishing consistent and appropriate business practices, enhancing controls for financial risks at the time of distress; instituting controls, teamwork and accountability throughout the entity

**Highlights:*** Developed the strategy and roadmap for organisation’s International expansion; conceptualized and developed new business strategies which led to an increase in business worth INR 3Crores
* Augmented the organizational profitability by 15% through innovative strategies

**Geissel GMBH May’94-Oct’06****Growth Path:**Works Manager May’94-Dec’98General Manager Dec’98–Oct’06**Quality &Vendor Dev. ManagerJan’93–May’94****Pune Heat Treat Pvt. Ltd.** **Manager Development Jan’91–Jan’93****Maharashtra Electrical & Metal Industry, Pune** **Senior Engineer May’89-Jan’91****Hirlekar Precision Engineering Components Pvt. Ltd.** **Trainee Production EngineerMay’88-May’89****Finolex Cables** **Apprenticeship May’87-May’88****Mahindra Ltd.**  |
| Previous Experience |