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| **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 culture    [danke.322499@2freemail.com](mailto:danke.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 Timeline  Jan’07- till date  Kunal Industries Pvt. Ltd. as Founder Director  Jan’93 –May’94  Pune Heat Treat Pvt. Ltd. as QC and Ved Mgr  May’89-Jan’91  Hirlekar Precision Engineering Components Pvt. Ltd. as Engineer-Production | | |
| |  | | --- | | May’87-May’ 88  Mahindra Ltd. as Trainee Engineer  Jun’91-Jan’93 Maharashtra Electricity & Metal Industry, Pune as Manager Production & Dev  1 yr.  2.5  yrs.  1.5  yrs.  12  yrs.  10  yrs.  2.5  yrs.  May’94-Oct’06 Geissel GmBH as General Manager  May’ 88-May’ 89 Finolex Cables as Trainer Engineer  1 yr. | | | |
| Soft Skills   |  | | --- | | Communicator  Planner  Motivator  Collaborator  Change Agent | | | |
| Entrepreneurial  Experience | | **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’98  General 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 | |