**KARTHIKEYAN**

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**EXECUTIVE PROFILE**

**Operation Manager**

Results – drivenleader with over 14 years of experience & exclusively 7 years in management experience with leading manufacturers from UAE& India. Proven track record of Million Dirham cost savings and process improvements. Diverse manufacturing background includes Plastic Products injection, blow & extrusion moulding (FMCG & Automotive) & Cement Products Manufacturing(concrete blocks, interlock manufacturing, kerbstone) managed both fullyautomated and manual machines and testing environments. Cross-functional team leadership in production, planning, maintenance, plant engineering, quality, logistics, finance, Sales, Procurement and HR. Strong leader in aggressive turnaround and transition management.

**PROFESSIONAL EXPERIENCE**

* Work Flow Optimization/Productivity Improvement
* Process Redesign/Reengineering
* Unionized Workforce Management
* Labor Negotiations
* ISO Certified Facility Management
* Continuous Improvement
* Fleet & Logistics Management
* Production / Operations Management
* Production Planning & Control
* Purchase & SCM
* Finance / Budget Management / P&L
* Operational Cost Reduction
* OEE/Equipment Reliability Improvement
* Quality Improvements

**ESADORE INTERNATIONAL**

 **Leader in consulting, contracting of SPA & Wellness centers across GCC & Asian countries. Which includes design, construction, commissioning, service after sales of Steam rooms, Sana rooms, Hammam, Jacuzi, Plunge Pools ..etc for residential as well as commercial& Designing and installation for interior & fit outs.**

**Operations Manager**

Manage overall operations and responsible for the effective and successful management of labor, productivity, quality control and safety measures as established and set for the project Department. Ensure safe and efficient operations. Serve as a company representative on regulatory issues. Enhance the operational procedure, systems and principles in the areas of information flow and management, business processes, enhanced management reporting and looks for opportunities to expand systems. Carry out supervisory responsibilities in accordance with company’s policies and applicable laws.

**Responsibilities& Achievements:**

* Full coordination & handled project managers and ensuring that projects are completed & hand over to clients without any issues as per the time frame.
* Purchased materials from international market by bulk without affecting inventory over cost to make more margins in a project.
* Planning, purchasing & producing of materials as per the required drawings for effective & timely completion for projects.
* Preparing & ensuring the projects are set & constructed at the time frames as per the consultant and contractors.
* Ensuring all type of materials & man power is available as per the BOQ by ensuring the defined BOQ and arranging materials both local as well as from international market.
* Focusing and working on the time limit for the completion of the project.
* Recruiting & training new staffs & workers against their responsivity & ensuring the PPE & HSE are always maintained as per the company and governing body standards.
* Created a new work shop for inhouse activities for insulation panels, wooden panels and made as a full kit for exporting to clients with out any man power technically to fix just by following the instructions from the catalogue.
* Made a new factory for production activity including getting operational permit, EHS certificate, Civil Defence certificate & DM certificates etc.
* Obtained & successfully implemented ISO 9001 certification & Implemented ODOO ERP system for company growth to make financial & operational flows smooth.
* Always ensure that AP & AR are paid & received as per the aging invoices for the smooth flow cash flow out.
* Made necessary actions & steps to make workers wellness with out affecting the cost increase financially.
* Created BOQ & other tasks if needed to done at minimum time interval & created a full BOM for the setup of projects.

**PROJECTS HANDLED**

* NIKI BEACH HOTEL – SPA & HEALTH CLUB
* ARRORA VILLA – SPA
* LUNA YATCH – STEAM & SAUNA ROOM
* INTERCONTINENTAL HOTEL – SPA & HEALTH CLUB
* DAMAC RESIDENTIAL TOWER – STEAM & SAUNA ROOMS

**AAR CONCRETE PRODUCTS (Al Nuaimi Group) Ras Al Khaimahfrom May 2017 to till date**

**Operation Manager**

 **Leading, establishing & implementing overall business strategies in the plants, production, operations, technical, procurements, logistics, maintenance, sales & marketing, human resources, administration and financial activities of three plants as (REIT, MASA & KERBSTONE). Responsible for identifying wastages, ensuring operations management in Planning, Purchase, production, managing major cost drives, stock availability, macro – update on production planning, labor issues & assessment of work process, people & technology. In addition taken responsibilities for the development & performance of all sales activities in market. Establishing plans & strategies to expand the customer base in marketing area.**

**Rolls &Responsibilities:**

* Managing the company for the sake of profit, by reducing the costs professionally & increasing the healthy sale
* Preparing operations & procedures manuals for efficient & effective operations & reviewing the utilization of existing policies, procedures & suggesting improvements.
* Purchase new products & new business activities to sustain in market and making better opportunities with respective analysis.
* Leading the company in professional & profitable way by training the sales people on products & reaching them with maximum sales of respective products.
* Monthly procurement planning of all materials &purchasing both locally & from International Market.
* Handling optimum inventory in materials as well as in finished goods.
* Plan, organize & follow up stock taking process & overseeing stock levels, formulate decisions on stock control & management.
* Maintaining logistics schedule for sales in professional manner & finding why, how & how to prevent? Etc...
* Directing the organizational activities to achieve financial & trading targets.

**Achievements**

* *Reviewed and analysed bids & proposed to purchase for more profit on products& monitored vendors to get the best price & generated best profit.*
* *Made direct purchase from OEM suppliers and manufacturers for spares other than local market especially from china & India to make cost efficient.*
* *Rate negotiations with suppliers and vendors directly for better price.*
* *Made 100% operatable plant from trial phase after the plant set up by avoiding the bottleneck on production line in terms of process optimization, maintenance & quality.*
* *Re engineered machines to minimize the machine stoppage time such as cleaning & utilizing the time to make more production.*
* *Modified mix designs to make more profits on products without affecting quality of the products.*
* *Implemented 5S on production line.*
* *Reduced dealing with traders for spares & accessories by direct purchase from OEM suppliers & manufacturers.*
* *Closely working & monitoring the production, purchase & maintenance are as per the budget.*
* *Maintaining high quality standards as per the local certifying municipality & customer satisfaction.*

**BUCOMAC INDUSTRIES LTD (BUKHATIR GROUP) – UAE Jan 2014 – Feb 2017**

**Plant Manager**

Responsible for operations 0f automated &semi-automated moulding system for blocks & interlocks manufacturing unit with 75 salaried employees; 21.6 M dirham sales budget. Managed planning, production, quality, maintenance, HR, logistics, finance, safety, environmental and OSHA compliance &ISO certified facility. Lead the turnaround of a poorly performing plant to a model plant among the group in terms of quantity, quality & sales turn over.

**Key deliverables**

* Production Management – Plan for Man, Machine, Material, & Mould to make day to day operations to run smooth & increased the plant utilization to 85% by effective planning of all the resources.
* Operational Cost Control – Maintaining& cut cost at operational areas where ever possible without any compromise on the quality with a unique control of purchasing, Bill of Materials &to maintain the inventory level as limited as possible for Raw material, Machine spares & Finished Goods.
* Supplier Chain Management – Negotiating rates with suppliers, contractors with zero compromise on quality. Calculating lead time in purchasing and making the materials available on time & ensuring the production is not affected both in quality & quantity.
* Quality Management – Maintaining high level in the quality of the products which is produced in plant with no complaints from customers by doing First off, Last Off & Final inspection along with lots in house sampling as per municipality requirements.
* Customer Satisfaction – Prompt deliveries & quality as per the municipality & customer requirements.
* Maintenance Management – Ensure the plant has enough spares in case of change over during break downs. Created spare change over history record to study the life of spare which resulted in avoiding down times& minimizing the OEM spares purchase,purchased spares locally available to reduce the cost.

**Achievements**

* *Increased overall sales turn over to 21 Million Dirham annually from 6 Million annual turnover –By clearing all the bottle necks of supplier by improving quality, quantity & on time delivery by proper utilization of machine & fleet.*
* *Reduced plant operating costs to 0.6 Million Dirham – achieving 83% of OEE, thro Proactive utilization of labor, materials, optimizing processing, and creating why why? Analysis for scrap & waste reduction.*
* *Modified the obsolete moulds for the production of rare moving products to avoid cost in purchasing new molds& satisfying the customers.*
* *Chairman award for best plant manager in 2015 in whole Bukhatir Group & best employee award among 4 units in 2016.*
* *Made customers 100% satisfactory in terms of timely delivery & quality which resulted in increase in the revenue as well as increase in number of customers.*
* *Made systemized workflows to improve productivity (OEE), reduction of rejection (8D Analysis), Inventory control (ABC, ROP Planning), redefined maintenance check sheet as per the consumables.*
* *Given additional responsibility as Production Planning & Control (PPC) manager for all the units& made production plan to all units on weekly basis along with raw material requirement plan resulted in holding of sufficient stock of raw materials for production.*
* *Zero accidents throughout the year by creating awareness among workers at all stages about the safety & insisting full PPE all times.*
* *Increased new shifts for production when there is demand by utilizing the on hand technical man power to maintain man power cost.*
* *Reduced the direct cash (Petty Cash)for the purchase of small spares by bringing new suppliers by credit systems.*

**MOTHERSON AUTOMOTIVE TECHNOLOGIES & ENGINEERING (INDIA) – 2008 TO 2013**

(An Indian MNC, working in the field of design, development & production of plastic injection moulded component in production unit. It was engaged in design, development, quality assurance & production of OEM expectations as HYUNDAI, NISSAN, SAMSUNG, DAIMLER, FORD, AITS, etc.)

**2012 to 2013 : Line Manager (reported to General Manager; led team of 200)**

**2010 to 2012 : Assistant Manager (Reported to Line Manager; Led team of 100)**

**2008 to 2010 : Senior Engineer**

**Key deliverables**

* Reduced the in – house and customer rejection PPM form 8500 to 6500 (in – house) and 0 PPM at customer end by 7 QC tools, 8D reports, etc.
* Worked in the areas of product assembly line balancing to facilitate attainment of daily targets and MRD.
* Responsible for productivity on production floor as per quality guidance. Ensured that required material for production activities was continuously available, and maintained cross functional coordination at all stages.
* Maintaining smooth coordination for achieving assembled parts for the product to attain shipment target; with zero compromise on quality.
* Administrated manpower deployment and ensured constant communication with the PPC and MCS division for Just in time production.
* Ensured effective implementation of OEE, 5S in the factory. Furnished MIS report to facilitate decision making in management meetings.

**Major Highlights**

* Efficiently handled the implementation & finalization of new product trial and getting customer approval for **SOP**.
* Successfully executed **ASEF** and received ‘**A’**certificate from RNAIPL, faced ISO 9001: 2000 documentation for internal/external and monthly audit of 5S.
* Improved the **O**verall **E**quipment **E**fficiency from 80.1% to 87.6%, by effective utilization of robots, process stabilization & improvement.

**G.M PENS INTERNATIONAL PVT LTD, CHENNAI (Reynolds) - 2004 to 2008**

(An Indian Company, working in the field of design, development & production of writing instruments. Manufactures of Writing Instruments & Specialty products. )

**Started Path**

 2006 to 2008 : Senior–Engineer (Reported to Manager, Led team of 60)

 2004 to 2006 : Trainee – Engineer

**Key Deliverables**

* Conducting the weekly PPCreview meeting with shop floor production in-charge, Assembly in-charge & stores in-charges for find out the bottleneck points and assure to reach the production target with in specified date.
* Analysis the production capacity of shop floor, assembly, vendor and supplier accordingly plan their production target. If required to develop the new source to avoid the capacity constraint.
* Prepare the ISO documentation and attend the ISO auditing.

**Major Highlights**

* Implementation of Microsoft Dynamics for production line, System adherence.
* ISO 9001:2000 Certificate received and conducted monthly and term audits.
* Reduced the inventory from 125 Days to 45 Days for moulded component by Inventory turnover ratio method.

**EDUCATION & TRAINING**

Bharathidasan University, Tamil Nadu, India

 Bachelor of Technology in Petrochemical Technology, 2004.

**Professional Training**

* 8D problem solving & Team Building Technology
* Statistical Process Control
* QS Auditor Training
* Kaizen Training
* Quality System Training
* FMEA (Failure Mode & Effects Analysis)
* ECPL Lock Outs
* SCM Functional Consultant for Oracle