

Ajith (Valid UAE DL Holder)

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**Production Management Business Development Vendor Management**

## PROFESSIONAL CONDENSE

* A dynamic professional with **about 10 years** of experience in Manufacturing & Process Enhancements, Printing Activities, Packaging Development, Business Development and Vendor Management across **India, South Africa and UAE.**
* Core competence in developing multifunctional, innovative, value added, cost effective packaging solutions to meet various specific needs of marketers.
* Meticulously executed several trials on developing Printing & Packaging solutions.
* ***Holds distinction of implementing ISO 9000 systems and procedures.***
* Possess wide exposure in pre-press, offset printing & productivity, post-press activity, quality, wastage analysis & control. Proficient in managing & leading teams for running successful project operations & experience of developing procedures and service standards for operational excellence.
* Experience in managing business development activities in co-ordination with in house clients.
* An effective communicator with negotiation, relationship management and problem solving skills with ability of resolving critical problem areas.

**EDUCATION**

* **Master of Business Administration (International Business)** from Victoria University of Technology, Melbourne, Australia in July 1999.
* **B.E. (Industrial Production Engineering)** from Bangalore University, India in February 1995.

**AREA OF EXPERTISE**

**Printing and Packaging Functions**

* Planning the packaging functions & ensuring compliance of packaging materials to set standard requirements; involved in developing new packaging concepts.
* Identifying, evaluating and implementing new trends & technologies in packaging; ensuring value addition & continuous improvement of the existing package.
* Implementing procedures for carrying out modifications in packaging processes to reduce costs, solving market complaint and add value to accomplish market requirements.
* Handling installation of Printing& Packaging facilities for short term & long-term production requirements.

**New Product Development**

* Matching & developing packaging samples to meet marketing needs.
* Conducting research & development, implementing innovative techniques for creating new packaging concepts based on requirements; detailed tests for evaluating materials & quality in compliance to the needs.
* Attending troubleshooting in factories on issues related to quality and initial commercial manufacturing.
* Creating new package designs as per marketing requirements; implementing modifications/ improvement in packaging to accomplish requirements.
* Catering to the need of all requirements & providing the right samples/ packaging at the right cost.

**Manufacturing & Process Enhancements**

* Managing filling line cycle time studies. Determining and validating the cleaning sanitization time lines for product change over; on the packaging line.
* Conducting validation batches, Packaging trials and pre-production studies.
* Investigating the unusual/ unacceptable results, process validation and monitoring in process samples.

**Business Development**

* Dealing with the in-house clients and taking up the job enquiries; working out the costing and estimation.
* Involved in price negotiation with the customers while finalising the deals on various Commercial Printing and Packaging jobs.
* Developing and maintaining new clients and achieving the sales target.

**EMPLOYMENT DETAILS**

**Currently with a Leading**

**Printing and Packaging Production Manager Dec 09- Till Date**

**Company in Dubai,UAE.**

***Role:***

* Independently handling a Division with a new set of 8 color and 6 color Printing machinery and Post Press Binding, Packaging machineries.
* Scheduling the pre-press, press, post-press department workflow by heading Pre-Press Technicians, press Operators and Post Press Employees.
* Coordinating with sales, pre press, post press and clients to improve the quality of the final products with respect to deadlines.
* Rendering print/ document management solutions & working closely with Departmental Heads to enhance the workflow efficiency.

**The Print Factory, Asst. Production Manager Apr 09- Dec 09**

**Dar Es Salaam, Tanzania**

***Role:***

* Assisting the Production Manager in meeting the set targets and output of CD / SM-52 Heidelberg Machines.
* Coordination with Sales and Marketing and the Pre-Press Department.
* Ensuring the jobs are processed and delivered to the clients on time.
* Quality checks during Post Press operations and monitoring the execution of Production plans and schedules.
* Close inspection of raw materials, plates, proofs, consumables and staff
* Monitoring the day-to-day shift activities of Heidelberg-CD and Heidelberg-SM 52 and supporting the efficient functioning of the same.

**Gulf Scan LLC, Sharjah, UAE Asst. Production Manager Sep’05- Nov’08**

**Offset Printing & Packaging Division**

***Role:***

* Managing the division with new set of machinery such as **Komori and Heidelberg Offset Printing, Heidelberg folding, Polar Cutting, Bobst Die Cutting, Lamination, Horizon Binding and Bobst / Petratto Folder Gluer Machines.**
* Co-ordinating with the pre-press in working out the print lay out, job sizes, sequences and other key parameters before the execution of jobs.
* Designing and developing various jobs such as Catalogues, Brochures, Posters, Leaflets, Folders, Mailer Boxes and Cartons, etc. and executing them in line with customer’s requirements.
* Providing assistance to the operators in faster make ready of the jobs at various stages such as Printing, Die cutting, Folding /Gluing and Binding/Finishing operations.

**New Era Labels/Golden Era Group Production Executive May’03-Aug’05**

**South Africa**

***Role:***

* Working on Gallus Letter Press, 8 color Printing Machine, monitoring job execution and follow up in all stages of Production.
* Liaising with suppliers for procurement of raw materials, online quality aspects and negotiation of prices.

**Borkar Packaging (P) Ltd. Production Executive July00-May’03**

*Offset Printing & Paperboard Packaging Division,*

*Goa & Daman*

***Role:***

* Handling operations of Roland-700 Printing, Bobst SP102 Die cutting & Bobst BMA Foil stamping machines.
* Managing production activities, ensuring accomplishment of production targets, solving problems and improving productivity.
* Executed various jobs for Hindustan Lever, Kellogg’s, Balsara, Alkem and Nestle.

**INDUSTRIAL TRAINING**

Mar’95-Feb’96 IPA Private Limited, Bangalore-India Graduate Apprentice-Quality Control

(Weighing machine mfg)

Jun’96- Jun’97 ALIND, Kerala-India Graduate Apprentice-Fabrication Shop

(Switch Gear mfg)

**PERSONAL PROFILE**

Date of Birth : 06th February 1972