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| **YOGESH**  [**Yogesh-392809@2freemail.com**](mailto:Yogesh-392809@2freemail.com) |  |

**National Manager Business Development with 14 years Industrial Experience.**

# Objective

Attain a challenging position in a leading organization, which affords me opportunities to continuously learn, develop new prospective and definitely prove myself to be an asset to the organization. I am committed to excellence & to prove my abilities to learn & grow with the firm.

# Date of Birth :12th Feb 1982

* **Education : Diploma in Industrial Electronics, Year 2002.**
* **Present Employment:**
* **Sicor Engineering India Pvt. Ltd.**

**Position: National Manager Business Development Duration**: Since 21st May, 2018

**Sicor Engineering India Pvt. Ltd**. is 100% subsidiary of **Sicor SPA.**, Italy. World leader in manufacturing of Geared & Gearless Traction machines & Accessories for Elevator. The company is having its presence in India since 2011 & supplying to Kone Elevators in India as well as across globe. Recently started sales in India and contributes remarkable market share in very short span of time.

# Key responsibilities:

1. **Key responsibility to understand market requirement for business value addition.**
2. **Development of new customer**
3. **Development of components for traction machines and accessories with expected quality and price, technical support to team and customer.**
4. **Technical sales of Sicor product all over India**

# Previous Employment:

* **Torin Drive India Pvt. Ltd. Position: Manager Operations Duration**: Since 1st September, 2016

# Key responsibilities:

* 1. **Development of new customer.**
  2. **Retention of existing customers on technical front.**
  3. **Development of parts required for traction machines and accessories with expected quality and price, technical support to team and customer.**
* **Montanari Lifts Components Pvt. Ltd**. **Position: Deputy Manager Operations Duration**: 01st October, 2016 to 30th April, 2018

**Montanari Lifts Components Pvt. Ltd**. is 100% subsidiary of **Montanari Giulio & Co.** Modena, Italy. World leader in manufacturing of Geared & Gearless Traction machines, Safety Components & Accessories for Elevator. The company is having its presence in India since October 2008 & supplying to all major elevator companies in India as well as across globe.

**Key responsibilities: Plan, organize, analyze, formulate, direct and control the operations activities to achieve desired level of output in terms of productivity, quality and unit costs.**

# Work Profile:

* + Continues improvements in manufacturing of Traction machine and accessories.
  + Review process of manufacturing and analyze problems practically observed on site.
  + Managing and planning of manpower and resources, Maximization of monthly Production and achievement of production target on time.
  + Materials planning and follow-ups as per sales plan.
  + Achieve production targets as per sales plan.
  + Analysis actual sales vs forecast and actual production.
  + Optimizing cycle time of process to increase productivity.
  + Techno commercial procurement of assets, spare parts and various services.
  + Preparing annual budget for Operations and getting it approved from Italian management.

# Certified Internal auditor for ISO 9001-2008

* + Internal auditor for 5S
  + Team leader to fault analysis of after sales machine
  + Taking care of critical after sales issues
  + Managing and reviewing of Maintenance of machines which includes preventive maintenance
  + Uptime monitoring of machines.
  + Down time analysis with the help of history cards.
  + Maintain IT infrastructure.
  + Maintenance of EPABX system
  + Implementation & Operation of ERP System
  + Prepare machines layout for setup.
  + Installation and commissioning of machines required for production.
  + Installation and commissioning of utility equipment’s.
  + Inventory management

# Green Field Project Exposure:

* + Land development of about 200000 Sq. ft.
  + Construction project of factory about 40000 Sq. ft.
  + Installation of all utilities such as Metering Kiosk, Load break switch, Transformer, L.T Panel, Automatic Power Factor Correction Panel, Diesel Generator,
  + Compressor Ring main unit, Hydrant Fire Fighting System, Sprinkler & fire hydrant system, Package Air Conditioning for shop floor, VRV for Office, Remote operated sectional doors, Remote operated cantilever sliding security gates, Dock levelers, Forklifts
  + Involved in all activities of Interior work
  + Installation and commissioning is all IT infrastructure
  + Installation and commissioning of CCTV
  + Procurement of assets required in project
  + Installation and commissioning of Heller Make HMC.
  + Installation and commissioning of Doosan Make VTL

# Project II:

* + Shade of 43500 Sq. Ft. with all mandatory compliances of electrical, fire detection and firefighting system.
  + Installation and commissioning of atomized paint booth.
  + Installation of warehouse racking system.

# Special Achievements

* + **Rewarded for Good Team motivation for highest productivity**
  + **Rewarded as EMPLOYEE OF THE YEAR**
  + **Rewarded as Employee Excellence Award in 2013**
* **Kimberly Clark Lever Pvt. Ltd. Sanaswadi, Pune Position: Maintenance Engineer**

**Duration:** 1st November, 2008 to 15th April, 2009.

# Work Profile:

* + Achieving production targets by minimizing breakdown of production machines.
  + Leading team of five persons to maintain all utility equipments i.e. Plant AC Chiller plants, Water softening plant, Firefighting system, cooling tower & Material handling equipment
  + Leading 35 persons to handle Reclaim of waste material with optimum manpower
  + Team leader 5S
  + Taking care of upcoming project of new production line

# Green Field Project Exposure:

* + Supervision for the construction and interior of new shop floor of 6000 sq.ft.
  + Installation and commissioning of Air conditioning Chiller plant.
  + Installation and commissioning of firefighting system.
  + Installation and commissioning of Air Compressors and Dryers.

# Emitec Emissions Controls Technologies India Pvt. Ltd., Hinjewadi, Pune Position: Member Maintenance and Plant Engineering

**Duration:** 1st March, 2006 to 31st October, 2008.

# Company Profile:

A world’s largest designers, manufacturers & marketers of emission control products called “METALLIT” (Metallic substrate for catalytic converter). The Emitec was formed in 1986 as subsidiary of Siemens and GKN AUTO. This is from German based Emitec Gmbh company, came into existence in July 2005 in Pune, India for manufacturing for metallit substrates for automobile industries. It is **ISO/TS16949 – 2002** certified company.

# Work Profile:

* + Planning and achieving production targets with production manager.
  + Optimizing cycle time of process to increase productivity.
  + Team leader 5S.
  + Internal auditor for ISO 9001-2008.
  + To attain preventive and breakdown maintenance of production machines.
  + To prepare the PM schedule & checklist of production machines on the.
  + To plan and perform total activities for machine shifting and installation.
  + To prepare the PM schedule & checklist of Utility equipment such as vaccum pumps, compressors, switch gears, Generators, firefighting system, cooling tower, etc.
  + To attain preventive maintenance of HAVC.
  + Online maintenance of critical machines like **Brazing Oven.**
  + Maintenance of Vacuum pumps, chillers and cooling tower.
  + Spares parts management
  + To maintain history cards, MBR, calibration records, service reports, monthly PM records.
  + Implement the kaizen for continuous improvement & Maintain 5S.

# Skills:

* + To attain preventive and breakdown maintenance of different utilities like air compressor, pumps, HVAC, cooling tower, chiller, material handling devices, water softening plant, switch gears, starters, D.G. set, firefighting system.
  + To prepare preventive maintenance plan for different machines.
  + Awareness of **TPM**.
  + Exposure with the advanced management techniques like **KAIZEN, Kanban, 5S and OHSAS**.

# Achievements in Emitec Emission Control Technologies Pvt. Ltd:

* + **Rewarded as EMPLOYEE OF THE YEAR-2007.**
  + **Best Kaizen Award** for Reduce breakdown time.
  + **Best Kaizen Award** for increasing Productive of Machine.

# Star Engineers

**Position:** Electronic Tester in Quality dept.

**Duration:** 08-03-2003 to 11-09-2003

# TATA Motors, Pimpri, Pune

**Position:** Electrical panel wiring and installation.

**Duration:** 21-09-2003 to 17-04-2004

20-12-2004 to 17-07-2005

* **Computer Proficiency:** PLC, MS-Office, **ERP Microsoft Dynamics Navision.**

# Training Undertaken:

* + Production, Assembly & testing of Elevator traction machines in Modena, Italy.
  + Certification of ISO 9001-2008 by TUV SUD
* 5S Training, Kanban, TPM awareness, EMS and OHAS, Problem Solving Technics