**SANDIP**

Sandip-397883@gulfjobseeker.com

Targeting assignments in Sales and Operations **Managemen**t

**PROFILE SUMMARY**

**~Sales and Operations.~New Product development ~MIS & Documentation**

**~Material Management ~Training&Development~TeamManagement**

* Proven track record of increasing revenues, streamlining operations, evolving process improvement strategies and creating a team work environment to enhance productivity.
* Sales exposure ofauto.Fastners ,Seat assembly,Sheet metal ,construction equipments.
* Knowledge of working 5’s system, Kanban, PPAP, APQP, FMEA, Kaizen System, OEE, 7 QC Tools, 3M, ISO TS 16949, efficiency calculations, documentation
* Expertise in material requirement planning (MRP), as per business plan, raising purchase requisition through ERP
* Monitoring actual raw material consumption against BOM quantity, initiating & making BOM modifications & engineering changes wherever required
* Hands-on technical knowledge of SAP/Real soft exposure for Sales and operations.
* Supervising overall operations with a view to ensure timely accomplishment of production targets within time and cost parameters
* Selecting appropriate technologies for development approach as well as implementing policies for organization entailing restriction on resources
* Planning, implementing & monitoring of technological changes to enhance productivity to acchive sales order.
* Modifications in equipment, process flow, working practices, consumables ,power for controlling & reducing conversion cost per unit produced
* Safeguarding high quality of all components made and making improvements for achieving better quality.

**ORGANIZATIONAL EXPERIENCE**

**Nov'14 to till Date As a Sales Manager**

**Dec’10-Oct’14 Sheela Woodbridge urethanes Pvt.Ltd,Sanand ,Ahmedabad as Assistant Manager (Sales)**

**Foam Manufacturer (TATA NANO)**

**Jan’06 to Nov’10 Universal Construction Machinery& EQ. Ltd., Pune as Sr. Engineer(Sales)-Construction Equipment Manufacture.**

**Mar’03 to Dec’05 Kailash VahanUdyogLtd.,Pune as Sales Engineer-Auto.sheet Metal Components**

**Key Result Areas:**

* Managing activities involving working out various requirements & monitoring overall sales operations during for ensuring timely completion of orders.
* Preparing production plan as per sales order production schedules, bill of materials, work order/packing request, job card, material requisition and other project related documents
* Monitoring the activity ensuring necessary inputs materials, information, data, tools are available to the operators to achieve quality &productivity targets
* Harmonizing with Sales Team for customer order bookings based on available man & machinery resources.
* Steering meeting with immediate actions & maintaining FIFO, KANBAN effectively
* Observing & safeguarding system documentation under TS16949, ISO 14001 & OSHAS18001
* Training & monitoring performance of the team Leaders for maintaining excellence in operations
* Recognised for achieving the sales targets with ensure Customer satisfaction.
* Exposure to Invoicing,dispatch,customer feedback,modification ,application.

**ACADEMIC DETAILS**

2002 Bachelor in Mechanical Engineering from S.S.V.P.S. College of Engineering, Dhule (North Maharashtra University,Jalgaon

**IT SKILLS**

* ERP/SAP/Real Soft System (Business Package), Pro-E (CAD Software), MS Office (Word, Excel & PowerPoint), Windows and Internet Applications

**PERSONAL DETAILS**

## Date of Birth: 1st June, 1980

Languages: English, Hindi & Marathi