

RESUME

ABHISHEK KUMAR SINGH

Qualification: B-Tech (Mechanical), MS (Master of Science-BITS-Pilani)- Manufacturing Management, PGDM - Supply Chain Management(MIT)

Professional Summary- Result driven Should Cost & Product Cost

Management Leader with 17+ years of cross-functional expertise across Automotive, Aerospace, Hydraulics, Electrical and Heavy Engineering domains. Proven track record in driving profitability through Zero-Based

Costing (ZBC), Parametric Cost Modeling, Teardown & Benchmarking, VAVE, and Design-to-Cost and Sourcing methodologies.

Hands-on expertise in **Castings (Ferrous/Non-Ferrous), Forging, Machining, Fabrication, Sheet Metal, Gears Manufacturing etc**, commodity with global sourcing environments across **Automotive, Industrial, Aerospace, Hydraulics, Electrical** sectors.

Proficient in **aPriori, Costimator** and advanced Excel-based cost modeling.



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PROFESSIONAL-EXPERIENCE

EATON TECHNOLOGY PVT. LTD.GSC COE – Pune, India

Senior Engineer – Product Cost Management (Should Costing)

March 2019 – Present

- A competent professional with 17 years of rich experience in Should Cost Estimation, New Product Development of Ferrous, Non-Ferrous Casting, Forging, Turn Parts, Fabrication, Sheet Metal, Machining and other Commodity.
- **Strategic Cost Modeling**- Lead development of detailed **should-cost models for Castings, Forgings, Turn Parts, and Sheet Metal**, supporting global **Cost Out, SIR, NPI, and Sourcing Projects**.
- **Supplier Negotiation Support**-Prepare **Supplier Pre-Negotiation Packages**, enabling buyers to drive fact-based negotiations and achieve material/labor/overhead reductions.
- **VAVE and Teardown**-Conduct **teardowns, benchmarking**, and VAVE sessions resulting in significant **design optimization & cost savings**.
- **Design to cost**-Partner with Engineering during NPI to ensure early **design feasibility**, manufacturability (DFM/DFA), and target cost alignment.
- **Global Costing**-Establish global **burden rates, labor rates, and machine hour rates (MHR)** for accurate landed cost estimation across regions.
- **Process Optimization**-Should cost analysis of various components from different industries like, Automobile, Industrial, Medical, Aerospace, Transportation, Electrical, Detailed costing for various commodities covering estimations with feasibility study of drawing, Process design, Machine selection, Machining Cycle time calculation etc.

KEY ACHIEVEMENTS

- ✓ Delivered annual savings of **\$5Mn** through should-costing & negotiation support for **\$200Mn Spend Modeling**, Supported SPIR programs and mitigated **\$3Mn Price increase request from various Projects**.
- ✓ Reduced should cost lead time by **30%** through process optimization.

PREVIOUS EMPLOYMENTS HISTORY

ONWARD TECHNOLOGIES PVT. LTD. – Pune, India

Team Lead – Should Cost (Global Support)

Feb 2016 – Mar 2019

Client: GE Transportation – Global.

- **Global Projects Leadership**-Led a global team delivering should-cost support for **locomotives, bogies, and heavy engineering subsystems**.

- Standardization Standardized costing templates and methodologies across the team to ensure consistency in global reporting and built cost models for complex assemblies programs.
- Supported procurement with detailed cost analysis for **supplier negotiations & RFQ evaluations**

GEOMETRIC LTD. – Pune, India

Senior Manufacturing Analyst

Jul 2013 – Feb 2016

Clients: JCB India, Caterpillar USA

- **Heavy Equipment Costing**-Developed comprehensive cost models for **earthmoving equipment components** (Excavators, Backhoe Loaders etc).
- **Teardown Analysis**-Performed **physical teardown & benchmarking** of competitor equipment for process and cost analysis.
- **Cost Gap Analysis**- Identified major cost gaps and delivered recommendations to achieve **strategic sourcing savings**.

MUSASHI AUTO PARTS INDIA PVT. LTD. – India

Manufacturing Engineer (Transmission Systems)

Jun 2011 – Jul 2013

- **Forging Process**- Managed manufacturing engineering for **2W/4W transmission systems**.
- **Operational Excellence**- Improved production efficiency via **cycle time reduction, line balancing, and process optimization**.
- **Process Engineering**- Hands-on experience in precision machining and assembly line operations.

RICO AUTO INDUSTRIES LTD. – India

Manufacturing Engineer

Jun 2008 – Jun 2011

- Oversaw production of **Sand Casting & Aluminum Die Casting components (HPDC/LPDC)**.
- Supplied components to major OEMs: **BMW, Volvo, Cummins, Honeywell, Maruti Suzuki**.
- Strengthened fundamentals in **tooling, fixtures, casting process control**, and scrap reduction.

EDUCATIONAL QUALIFICATION

- PGDM-Post Graduate Diploma **in Supply Chain Management** from **MIT-Pune**.
- **MS-Master of Science in Manufacturing Management** from **Bits-Pilani Rajasthan** with **75 % marks**.
- **B-Tech. Mechanical Engineering** (2004~2008) from **I.I.M.T. Engineering College Meerut, Uttar Pradesh Technical University, Lucknow (UPTU)** with First Division **67% marks**.
- **10th Science and 12th Math** group from **Uttar Pradesh Board**.

CERTIFICATIONS

- Certified Professional in **Sourcing Excellence (CPSE) – IISCM**
- **Value Methodology Fundamentals (VMF)** – **SAVE International**
- Ferrous Technology – **POSTECH**
- Successful Negotiation Strategy – **University of Michigan**
- Metal Cutting Technology – **Sandvik Coromant**
- Machining Aerospace Materials & Advanced Heat Treatment – **IMTMA**
- CAD/CAM Certifications: **AutoCAD | CATIA V5 | UG-NX**

Personal Profile:

Name: Abhishek Kumar Singh. **(+91-9511821558)**

Father's Name: Shri Chandra Bhan Singh

Mother's Name: Malti Singh

Languages Spoken: English, Hindi.

Declaration:

I hereby declare that the information mentioned above is true to the best of my knowledge.

(Abhishek Kumar Singh)