PROFESSIONAL EXPERIENCE :

Total 31 years in the Pharmaceutical industry in the area of Plant Operations, Quality Assurance, Quality Control & Regulatory Affairs, (Sterile & Non Sterile)

Professional experience and expertise includes Clean track record of no 483 in no of US FDA audits, ability to define and use of new technologies, creating & implementation of leading-edge solutions, improvement in operations by leveraging 31+ years' experience in aligning business development, SCM (strategic sourcing and inventory control & planning) R & D and manufacturing operations, lean manufacturing, regulatory affairs, quality assurance, quality control, mergers & acquisitions, This involves acumen in making high-stake decisions and overcoming complex business challenges, budget & cost control, process re-engineering & performance improvements. Contract Negotiations, Complex change management, Client Relationship Management, Cost & Risk Performance Management, and EHS are other facets of leveraging the experience.

Develop and Lead highly experience team successfully and manage work force independently, maintain high standards of work, complete targets / projects within a stipulated time frame. Stability in performance within changing external and internal environment, introduced data based decision making at all levels, free flow of information across all levels, ability to nurture learning environment ensuring that the learning is transferred to the work place, planning and implementation of continuous improvement initiatives, mapping, optimizing and improving work flow, product selection strategy and capacity utilisation.

Recipient of various International & National awards: Golden Peacock Award, British Council Safety award, Silver Award in Indian & Asian Manufacturing Excellence (World Class Manufacturing) for two consecutive years per US rating system by Frost Sullivan,Recipient of various other awards in Business Excellence; Health & Safety; Engineering Excellences. Manthan Cost Reduction Award for consecutive 5 years.

The above efforts are the outcome of great team work by leading highly experience team successfully, lead to improvement and sustenance in Customer satisfaction significantly.

Current Position: Head Operations –

Piramal Healthcare limited, Digwal (Hyderabad) since 2010. This position reports to Executive Director, Business & Operation Head

Responsibilities includes:

- To improve employee knowledge of business operations and streamline product flow on a continual basis.
- Manage political & local village leaders and villagers, local govt administrations, PCB (MS, MOEF, NGT), Factory Dept, FDA, CDSCO, State & Central Excise dept, Paper & Electronic Media & Reporters etc.

- Negotiate & settlement of unionized workers' wages unions and resolving their issues /concerns.

- Implementing enhanced controls for inventory management, and creating teams for reworking inventory and resolve supplier issues.

- Lean Manufacturing of Pharmaceutical manufacturing operations, Startup of New Manufacturing Plant, Technology Transfer, Equipment Qualification, Process Validation, Process Reengineering & Process Performance Improvement, Cleaning Validation, cGMP documentation, GMP Compliance and Quality Assurance.

- Escalation of customer contacts in demanding situations.

- Guiding the team in tracking regulatory commitments (FDA, Industries and Factories, Central Excise, Import, Export, and other local, national, and global agencies).

- Designing and monitoring effective pharmaceutical quality systems

- Project management

- Facilitating safety, productivity, quality and compliance initiatives for Operational Excellence.

- Establishing standard quality metrics such as value stream mapping (vsm), technical knowledge etc. Facilitation of employees for a can-do attitude.

- Monitoring and control of commitment tracking towards significant reduction in cost-of-poor-quality, to balance cost and quality endeavors of the organization.

- Planning large Product Mix, Process improvement, Vendor development and Audits, Operational Excellence, Regulatory Inspection Management, Project & Program Management

- Conducting Audits to ensure quality management, data and procedure integrity and meeting global compliance standards.

- Identification of business risk issues and recommending solutions.

- Monitoring of safety, quality & compliance risk through reviews of key incidences and root cause analysis. Quality Analytics improvement.

- Performance Management & training

- Customer needs assessment and establishing a positive customer-employee interface for value addition.

- Effective management of industrial relations toward seamless negotiations and problem resolution.

EMPLOYMENT HISTORY and EXPERIENCE

Company	Designation	Tenure
Piramal Enterprises	1. Vice President – Operation 2. Vice President – QA,QC&RA 3. Sr GM QA,QC & RA 4. GM QA	1st June 2001 till date
Sun Pharmaceutical Industries ltd	1. Corporate Quality Engineer 2. Site Quality Head	Sept 1997 – May 2001
Orchid Chemicals & Pharmaceuticals	Manager – QA & RA	24th Dec 1994 – Aug 1997
Lupin Laboratories Ltd	Sr. Executive	Jan 1988 – Dec 1994 (7 yrs)

ACCOMPLISHMENTS AND RECOGNITION

Career Achievements – A success story of healthy growth

- Successfully transformed struggling unit into profit making unit, through change management boosted employee confidence and morale towards competitiveness, on-time delivery (QOTIF) improved from 48% to 98 %, significant reduction in COPQ.
- Creative and innovative approach, implementation of new technology successfully,
- Successfully implemented value stream mapping (VSM) and created excellent opportunities for team to learn, share and deploy best practices across all the functions.
- Lead & Managed team of highly experienced manager's successfully
- Clean track record of no 483 in no of US FDA audits.
- Effectively & Efficiently handle successfully Political & local village leaders and villagers, local govt administrations, PCB (MS, MOEF, NGT), Factory Dept, FDA, CDSCO, State & Central Excise dept , Paper & Electronic Medias & Reporters etc.
- Successfully handled Public Hearing for 250 Crs API & Intermediate capacity expansion project.
- Negotiating & settlement of workers' wages with registered unions and resolving their issues /concerns effectivelySuccessfully secure new and existing contracts from Customers with YOY increase in tonnages etc.

- Successfully delivered and maintain QMS system always in compliance mode resulting in continuous regulatory approvals.
- Enhancement and enrichment of the team towards Customer, Safety & Quality focus leading to improved customer confidence and satisfaction.
- Cost reduction achieved for multiple products in the tune 58% (35 - 163 GBP/Kg) in the span of 3-4 years' time. Specific 78% (160 Euros/kg) in case of other product in the span of 3 years.
- Increase in the top line from 222 Crs 827Crs after taking charge of plant operations (32 – 120 M USD)
- Increase in the bottom line from 15% to 29%
- Facilitating team at the factory in adopting "continuous improvement" business model, resulting in, production capacity utilisation increase from 45% to 90%Total tonnage increased to 1490 TPA from 302 TPA
- Witnessed reduction in attrition to less than 8% from 25%
- Successfully directed team for effective customer interface by delivering quality product MOM (QOTIF) on time thereby retaining the customers through their delight. i.e. Global Targets Sustainable Leadership
- Successfully managed various Capacity enhancement / expansion projects that resulted capacity enhancement from 20 – 212% (3-15 TPM)
- Successfully facilitating continuous Production processes improvement both through new technological investment and automation systems leading to increased traceability and productivity.
- Site successfully faced more than 422 audits / inspections of which 300 were conducted international clients and 122 were carried out by local and international regulatory authorities. The facility successfully cleared all the inspections including US FDA inspections with zero 483s.
- Successfully instituted Quality and Customer Champion for CAPA & Quality Control Process Control (QCPC) that cut cost and COPQ to zero.
- Guiding team in implementing and continuous improving green environment initiatives i.e. increase no of recycling cycle, reduction of solvent volumes, reduction in key RM inputs, improvement in energy efficiency, in all of its activities, efficient use of natural resources, total compliance on pollution prevention, reduction and segregation of waste at point of generation, and further recycling and disposal of waste materials using the most appropriate environmentally friendly methods.

PERSONAL DETAILS

Name:	Sunil Deshmukh
Address	Flat No 111, 1st Floor, Block No-2B SMR VINAY CITY MIYAPUR, Bolaram Road, Miyapur Hyderabad - 500049 Telangana Cell no. 9849201026 E.Mail: sunilrdeshmukh@yahoo.co.in
Date of Birth:	March 23, 1962
Place of Birth:	Jabalpur (Madhya Pradesh)
Marital Status:	Married
Nationality:	Indian
Academics:	Master of Science: Specialization in Organic Chemistry 1985 from Bhopal University Bachelor of Science 1983 from Bhopal University
Support: Academics	Diploma in Operational Management (IGNOU)
Professional: Memberships	Member of District Disaster Planning Membership Committee
Languages: Known	English / Hindi / Marathi

DETAILS AVAILABLE ON REQUEST:

References
Mission Statement
Detail on Emoluments

Sunil Deshmukh