



SUDHIR N VORA

Regional Branch Manager

PROFILE

A Result Driven Professional with +30 years of experience in TIC (Testing, Inspection & Certification) Industry, Having excellent leadership skills, who exceeded revenue goals, increased market share , ensured business development and achieved high customer satisfaction.

Handled +85 Cr per year revenue across region including man management of +1000 HCs with improved market share YOY against competitors. Outstanding ability to complete Multiple tasks, having excellent administrative & Interpersonal skills. Talented at facilitating & improving Service delivery which results in stronger professional relationships with clients Strong Believer of Quality Management, Ethics and treating People with Dignity.

CONTACT

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25.09.1969

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HOBBIES

Sports
Travelling

EDUCATION & TRAINING

- Bachelor of Science (Special) with chemistry as Principal subject from Gujarat University (1990)

▪ Professional Trainings :

- 2016 - E- Learning on Networking Capital
- 2011 – Interview & Selection for Managers.
- 2011 – Project Management Essentials
- 2011 – Finance for Non Financial Managers.
- 2011 – Managing People & Performance.
- 2010 – Customer Care From CIMCON.
- 2008 - Post harvest Technology, Cold chain Management and Food Safety Issues (Supported by Indo-US Science & Technology forum and Sponsored by GOI, Ministry of food Processing)
- 2008 - Effective Selling
- 2008 - 5 S -Continuous Improvement Training
- 2007 - Sales, Marketing and Strategy Planning
- 2004 - Key Account Management, Mercury training by CIMCON
- 1999 – ISO & QMS Awareness Training.
- 1998 - Quality Management and controls in feed stuffs and export Certification.
- 1993 - Analysis of foods and feeds for Mycotoxins from CFTRI (Central Foods and Technological Research Institute) Mysore.

Achievements (2010 – 2021)

- ✓ Achieved Revenue Growth from about 21 Cr to +85 CR of Region.
- ✓ Crossed Statutory compliance level from 55% to +95% keeping margins undisturbed.
- ✓ Achieved QHSE compliances more than 85%.
- ✓ Closed labor specific legal matters from +16 to 9.
- ✓ Successfully lead Regional BCM keeping business uninterrupted during various Natural calamities e.g ,Cyclones, Floods with NIL casualty. Handled operations & Man management successfully during Severe C19 cycle.
- ✓ Successfully & Timely completed 3 CSR Projects worth investment of 73 Lakhs.

Achievements (2008 – 2010)

- ✓ Improved & Achieved Technical compliance level from About 55% to nearly 87% for all India locations by doing TG audits / Process Audits & Providing Necessary Training to Employees.
- ✓ Achieved Customer Feedback Across India by about 90%

Achievements (2005 – 2010)

- ✓ Have Achieved Branch Revenue Growth from 1.5 Cr to 6 Cr without disturbing margins.
- ✓ Have Reduced DSO from +85 days to 50 days by aggressive collection Drives.

WORK EXPERIENCE

SGS INDIA – REGIONAL BRANCH MANAGER (Gujarat & Rajasthan)

From – September 2010 - December -2021

R- Administering the region including Business Development, Statutory compliances, Effective Cost Management, QHSE Compliances, Labor Specific legal matters, Leading Business Continuity Management & CSR activities.

SGS INDIA – National Quality Assurance & Technical Governance Auditor (Agri Trade Business) From April 2008 – August -2010

R- Collaborate , Plan and complete Process Audits / Technical Governance audits at 11 Sea Ports / locations of India. Process involves to Check Chronic Process/Technical & Quality related issues, Train employees & suggest remedial actions to improve & achieve maximum compliance level. Collect Feedback from Clients & Prepare reports for Management Review.

SGS INDIA – Branch Manager – (INDORE)

From September 2005 – August 2010.

R -Controlling Operational Territory of Madhya Pradesh, Chhattisgarh, Southern Rajasthan, Northern Maharashtra and Southern UP. Business Development, Planning & Controlling Branch activities including Job acquisition, Execution and Man Management of Agri, Industrial, Minerals & Textiles inspection business (+250 no)

SGS INDIA – Executive (Gandhidham)

From June 2000 - September 2005.

R -Job involves scrutinizing various inquiries, sending Quotations, reviewing & Execution of various EXIM orders, coordination with national and international clients. Issuing Final certificates , Invoices and timely collection of payment.

SGS INDIA – Laboratory Incharges (Agri, Minerals and OGC) (Gandhidham) From – 1993 -2000

R- Job involves Right from Establishment of Laboratory, Method Development with various international standards, testing of various Agri commodities, minerals, chemicals and petroleum products , preparation of various test procedures, development of new tests with reference to BIS. Administrations and Laboratory management.

SGS INDIA - EXIM Inspections at Kandla Port.

From April 1991 – 1993.

R -EXIM Inspections at Kandla Port Job involves inspections of chemicals, Minerals, Petroleum products & Agri products of reputed EXIM clients with extensive traveling in Gujarat and Rajasthan.

SKILS



