RESUME

ASHOK HAKOO

TEXTILE TECHNICAL & MANAGEMENT ADVISER

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Repeatedly produce sustained revenue and growth in dynamic and changing markets. Proven achievements in textile technical and management operational functional applications, for conventional and technical fabrics. Extensive business background in international, multi-cultural environments.

Operations Management  Acquisitions & Integrations  Organic Business Growth  Strategic Planning Staff Development-Promotion  Performance & Quality Standards  Customer Satisfaction & Allegiance Leadership Development  P&L Management/Budget Planning  Engineering & Manufacturing Change Management  Commercial & Customer Support  Strategic Partnerships

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 Turned around an underperforming division, streamlining business units around a coherent commercial and operational strategy, restoring profitability, producing higher-than-market revenue gains, winning market share in strategic and emerging international regions, and delivering double-digit growth.  Reversed losses into profits, serving as catalyst for growth and expansion of struggling division; quickly restored forward momentum, generating year-over-year revenue gains and profits at steady return-on-sales.  Integrated companies into a worldwide division that outpaced competitors, maximized share of strategic markets, and elevated earnings. Drove return-on-sales to height of 12%, championed 2 new acquisitions, and restructured operations for maximum cost savings and efficiency.  Transformed the poorest-performing business unit company-wide into a top-performer. Regained control of the top end of the market and introduced new cost-effective solutions that enabled expansion into additional high-potential markets.

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MAJOR PROJECTS undertaken and executed

Erection and commissioning of:

* Rieter ring spinning plant, Saurer Towel Weaving Shed, weaving preparatory, yarn dying sections at Vimal textiles, Zambia
* Sulzer Terry Towel Weaving Shed and Modern Rieter Spinning open end plant at Arkay Textile Mills, Dhaka, Bangladesh.
* Sulzer Weaving Machines at Kafue Textiles, Digjam mills, GDM Textiles, Shamken Multifab mills, Hindoostan Mills.
* Set up of Modern Training School at Kafue textiles of Zambia in collaboration with UNESCO.
* Established department’s like product development, research /training, process control at GDM Textiles & JK Carpets Nigeria.
* Restructuring/Organizational Developmental program at GDM Textiles, JK Carpets Nigeria, Arkay textile group mills, Bangladesh.

PROFESSIONAL WORK EXPERIENCE SUMMARY

Qualified textile engineer from reputed institution, Senior executive with verifiable year-after-year success achieving revenue, profit, and business growth objectives within various administrations, manufacturing, marketing and financial operational functions of textile industry which includes Home textiles, Apparels, Upholstery and Technical fabrics. I have made significant difference and accomplished excellence by providing Effective leadership, technical support. Solutions, and acceptance of Technical/ Management/ training/process operational challenges of textile mill manufacturing units of turn around, and rapid-change environments. Extensive experience with highly engineered systems, which require deep understanding of critical business drivers in multiple markets and industries; highly successful in building relationships with upper-level decision makers, seizing control of critical problem areas, and delivering on customer commitments. Customer focused and performance-driven. Led and motivated teams comprised of more than 2,000 employees and managed P&L for business divisions revenue. I *Possess excellent analytical, troubleshooting and team building skills with proven ability in driving numerous quality enhancement, process improvement and cost/energy savings initiatives.* I have achieved exposure on ongoing development of technical textiles fabrication technologies which promises to spur development of new commercial products. I am competent to offer work study application services to identify and give solutions to the technical and management problems in order to achieve best shop floor performance.

Employment scan

* March 2014 –Present with Fabtech solutions, Ahmedabad self-promoted consultancy services as textile Technical and management consultant.
* Apr’07-Apr’14 with Arkay Textile group, Dhaka, Bangladesh as CEO
* Sep’03-Apr’07 with Hindoostan Spinning & Weaving Mills, Karad, India as General Manager
* Sep’01-Aug’03 with Modern Denim Mills/ Modern Terry Towels Mills, Ahmedabad as Sr. Vice President
* Mar’00-Aug’01 with Shamken Multifab, Kosikalan, Muthra as President
* Feb’96-Dec’99 with G.D.M. Textiles/May fair spinning, Lagos, Nigeria as Production Director
* Jan’92-Jan’96 with Maurer Textiles, Geneva, Switzerland, deputed at Kafue Textiles, Zambia as Technical Manager
* Apr’88-Dec’91 with Digjam Woolen Mills, Jamnagar as Weaving Manager
* Nov’80-Mar’88 with Maurer textiles, Geneva, Switzerland, deputed at Kafue Textiles, Zambia. Entrusted with roles of Training Manager (Nov’80-Oct’82) & Spinning/Weaving Manager (Nov’82-Mar’88)
* Apr’75-Nov’80 with Vimal Textiles, Zambia as Marketing/Production Manager
* Mar’73-Apr’75 with Finlay Mills, Mumbai as Marketing Assistant
* Nov’71-Mar’73 with Khatau Mills, Mumbai as Weaving Assistant

Raw Materials processed:

* Cotton, polyester, rayon—100% and their blends in different ratios.
* Woolen, Worsted, polyester, silk, rayon, acrylic and their blends in different ratios.
* Filament yarns—twisted 0 twisted and textured yarns.
* Cotton, Rayon, Worsted, Polyester, Polypropylene, spandex and various blends from fiber to fabric stage.
* Bed Sheeting, African Prints, Voiles, Crepe, Fine Check Shirting, Fancy Suiting, Poplins, Drills, Satins, Industrial Fabrics, Tapestry, Velvet, Upholstery, Damasks, Furnishing, Denim, Terry/Hand Towels, Baby Napkins Woven/Tufted Carpets and Technical Fabrics, etc.
* Expertise in product costing for yarn and fabrics, preparing unique computer costing modules for spinning weaving processing operations to evaluate product costs at the time of deal negotiations and verifying process costs at every stage of spinning, weaving and processing operations.

Skills/Expertise

* Process improvement, problem solving, product management, process engineering, programming, program management, fault diagnosis, operational diagnosis, operational management, operational excellence, quality management, Qualitative research, Quality assurance, Technical leadership, organizational leadership, Technical training, Decision making skills, Decision analysis, internal communications, technical analysis.

Educational Qualifications

* -- Degree in Textile Engineering--(V.J.T.I., Bombay university—1971)
* Diploma Business Management --(Bennett college, London—1977)
* Completed 2 years research program of master’s degree, a 3 years program at V.J.T.I. under Bombay University (1973-75) sponsored by Finlay Mills.

Short Term Courses attended

* Weave room management/ technician courses at Sulzer/staubli Switzerland, Uster yarn testing Uster, Switzerland, Sizing Course-Ten-cate consultants, Holland, and Dynamics of management---London. Technical textiles- Sanfrancisco state university USA. Attended many seminars/ workshops on operational/Financial/ Administration management, organized by various international institutions.

PERSONAL DOSSIER

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