

Brief Profile



Ashish Vyas

Educational Qualification:-

- **M.Sc. (Organic Chemistry)** from St. Xavier's College, Gujarat University. Ahmedabad
- **PG DMS (POST GRADUATE DIPLOMA IN MARKETING AND SALES MANAGEMENT)** from H.B.Insti. of Communication & Management, Ahmedabad, Govt. recognized, in 1991
- **M.B.A. Pursuing from ICFAI University (Business & Project Operation)**
- A professional with 26+ years of experience in Business Development and operation, Developing new products and Marketing of Various chemicals, Water & Waste Water Treatment, (including Biological treatment) Technical services, Formulations, Mega Project Management O&M comprising of Technical, Operations, Production, Material Management, Research & Development, Quality Control and Man Management.
- A keen planner an implementer with expertise in managing overall operations including Sales-Marketing , administration activities, human resource planning, team building, tendering, techno-commercial proposals, technical services, technical training, monitoring and controlling various sites at all India level and co-ordination with internal departments of all India branches and a successful trainer.
- Dealt in managing the wide spectrum of tasks including dealers network. Also dealing with foreign customers for technical- Commercial matters.
- An effective communicator with excellent relationship management skills and strong analytical, problem solving and organizational abilities.

CORE COMPETENCIES:

- Business Development, New Product development, , R&D and Quality Control, Project Management and O&M.
- Developed more than 200 new products as per customer specification. Also developed products for special application for fireside treatment and water treatment.
- Developed new products for M/s. Veolia Water Solutions, World's No.1 water management company and launch in market through DVWS.
- Was member of working group of Water Treatment Chemicals, India for Veolia Water Solutions.
- Was key contact person as Hydrex – Water Treatment Technical Expert for Veolia in India (among 60 countries)
- Product Data Sheet, MSDS preparation of any water treatment products formulations and key contact person for Veolia as technical expert in world wide MSDS for India.

STRATEGIC PLANNING & CONTROL :

- Directing the New Business development and implementation of key business/products/strategies/contingency plans and ensuring that strategies and plans are aligned with requirements.
- Day-to-day/weekly/monthly strategies, schedules for field persons for O&M alongwith resource allocation and equipment for optimum output.
- Identifying loopholes, if any and undertaking result-oriented measures for alleviation them.

MAN MANAGEMENT :

- Directing, leading and motivating workforce and imparting continuous on job training for accomplishing greater operational effectiveness/efficiency for various O&M.
- Working on succession planning of the workforce, shift management activities at sites, appraising the member's performance and providing feedback.
- Resolving interpersonal issues and working towards a harmonious work environment.

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CAREER HIGHLIGHTS :

- Currently working with Rishabh Metals & Chemicals Pvt Ltd, Mumbai, water and waste water treatment chemicals manufacturing Company as a and now as a Technical Head- All India, sitting at Mumbai Head office. Looking after all techno commercial aspect related to ETP and water treatment (RO,BWT,CWT, Biological)solution, chemicals, technical services and converting in business , Techno commercial proposals , giving right solution to all India Team (East, west, North and South).
- Worked with Shree Laxmi Corporation, Ahmedabad as **“Director-Technical Sales & Marketing”** from 1st February, 2014 to April,15
An independent Consultant for waste water , Biological and water treatment. Looking after all technical aspects of water treatment chemicals, biological treatment and projects. New product development and bring new technologies for water treatment and waste water treatment, sewage treatment, handling the sales and technical team and services.
- Worked with Jyoti Hydrotech Pvt. Ltd., Surat, a 100 crore+ business group in water treatment as **“C.O.O “** (All India) handling all India team for Business development and technical support, training and product management and development, biological etc. from June 2013 to December, 2013. Provided 40+ new products and all are running successfully.
- Worked with Gujarat Aquatreat Chemicals Pvt. Ltd., Ahmedabad, small 15 crore+ business group in water treatment as **“Vice President-Technical & Business Development”**
(RS&D-WTC) (All India) handling all India team and technical support, training and product management and development, etc. from December, 2012 to April, 2013.
- Worked with Doshion Veolia Water Solutions Pvt. Ltd., Ahmedabad Joined as Sr.Manager- Marketing in 2007 and later worked as **“ AGM- Technical Services, DVWSPL & Hydrex Product Manager”** (Technical Sales & Services & Product Development, formulations, QA,QC & R&D) water treatment division, having turnover of over 700 crores+ (2011-12) w.e.f. July, 2007 to November, 2012.

CHIEF ACCOMPLISHMENTS :

- Developed and handled few big project customers all over India. Well start up. Retained them.
- Successful techno commercial offer preparations/tendering for big/large industries and headed techno-commercial discussion and won.
- Monitoring and controlling the systems at various huge sites with expertise.
- Recruitment of experienced manpower and managing the said team.
- Technical services, training, product recommendation and support related to Water Treatment to all major mega projects of Doshion Veolia in India successfully.
- Attended Global Meet of Veolia Water Solutions held at Sydney and Melbourne, Australia on Water Treatment.

- Worked with Ski Specialities Pvt. Ltd., Ahmedabad, a 150+crore group of company – Alps group) as **“Marketing Manager”** –Business Development in all India and abroad. Playing a key role on behalf of South Korea based company w.e.f. October, 2005 to April, 2007.

Product : Speciality synthetic chemicals, water based lubricants in all India new products/business development. All techno-commercial work including conducting trials at sites, etc.

Chief Accomplishments :

- Established and maintained Business tie up with South Korea Based Company.
- Successful site trials and CRM
- Branding of water based lubricants in most of all forging industries in all India.
- Worked as **“Director”** with Pure Chemicals, Ahmedabad from 1996 to 2005 :

KEY RESULT AREAS : Complete Business operation

- Managing the technical services, sales, purchase and negotiation of procuring speciality chemicals, general chemicals, commodity products, chemicals and equipments.
- Overseeing the manpower, stores/warehouse and production, R&D related work
- A to Z work which a Managing Director has to do for own company,

CHIEF ACCOMPLISHMENTS :

- Manufacturing, Sales, Marketing, Technical Services, New Product Development, Logistics, Trading, Administration, Human Resource, Training and Dealers network establishment, etc.

Worked with Thermax Limited, Ahmedabad as **“Technical Sales & Services Executive”** for Gujarat region

KEY RESULT AREAS :

- Marketing of Industrial range of water treatment chemicals for boiler, cooling towers, effluent treatment (poly electrolytes), Teflon/adhesive putty, fuel additives, fireside treatment chemicals, etc.
- Co-ordinate with the dealers in Gujarat region, solve their problems, technical assistance, build customer relationship.

- Playing a pivotal part in handling the various mega sites and manpower, monitoring, safely and smooth operation, technical services, overall responsible for Performance Chemicals Division (PCD/WTC) for Water and Waste water Treatment and all India Projects.

OTHER ACTIVITIES :

- Was Technical Consultant for few water treatment company and Environment Consultants.
- Worked with “Environ”-Ahmedabad as a Joint Director – Technical & Develo~~op~~ment. Environ is a GPCB approved lab and Environment Auditor. We were jointly doing few STP-ETP Projects at Hyderabad, Gurgaon, Delhi, Dubai, Bhutan, Bangkok etc. They are also consultant for Industrial ETP-STP for more than 200 customers in Gujarat and handling their plants as per GPCB norms.
- **Also was Technical Consultants and Trainer for Water and Waste Water for**
 Gujarat Aqua treat Chemicals Pvt Ltd
 Synerzez Solutions pvt ltd,
 Ahmedabad Technochem Engineers,
 Delhi
 Pepsi food, Bhutan (Pepsi group)
 Essar Project, Hazira Surat (Essar group)
 Wipro Water- Mumbai (Wipro group)
 Clinch Silicon , Ankleswar
 BalKrishnaTextile...
 etc etc
- Technical Training Faculty at Ecstasy Consultants, A' Bad. They are busy in technical training for top level and entire staff for Water Project Company worldwide.
- Conducted more than 500 technical and Sales Marketing training programs for water treatment. (**Chemicals, RO, ETP, Cooling water, Boiler water, Waste water, Biological treatment, Fireside, fuel additives, Water Testing kits, water treatment Resins, Water Audit, Air and emission Audit etc..**)
- More than 2000 candidates were trained under me..
- Conducted 250+ Induction programmes

Brief about other activities done during my total experience

- Played a pivotal part in handling the various mega sites and manpower, monitoring, safely and smooth operation; New Business Development and training for Water Treatment and Projects (Pre-treatment, Post treatment , RO, Desalination , STP, ETP.
- New Product Development (R&D & QC) as per client's need
- Preparation of product manuals (Technical)
- Developed & Conducted new product launch meetings (WTC)
- Technical Training for the field and office staff, Induction program (Technical Session).
- Faculty for Technical Induction for the few companies.
- Organizing technical seminars as and where require, based on product and strategy
- Preparation of Trial Reports for the customers
- Evolving policy pertaining to product promotion, in evaluation and development of new products, development and approval of promotional literature/visual aids & provide support for new product launches.
- Studying the Vendors as well as completers' performance.
- Specific strategies: Vendor Product specific Competitor's strategies information
- Risk Analysis and Mitigation plans
- Winning Strategy planning, Risk Analysis, Tender Analysis, Techno commercial Proposal and CRM.
- Did Technical Services, Training, Product Recommendation and support related to Water Treatment to all major Mega projects, Medium and small projects of Doshion Veolia in all India successfully.
- Import-Export course from AMA. And attended workshop on EXPORT-EXPORTERS AND FEMA.
- So many activities done and awarded first prize at state level in various competitions in creative writing.
- **Total Experience: 26+ year experience in Chemicals & Water field**

PERSONAL VITAE :

Date of Birth : 25th May, 1966.

Address : Ahmedabad

Joining : 4 to 6 weeks after confirmation of appointment

Preferred location : Gujarat-Ahmedabad..

(Right now working at Mumbai since 1 year, and want to shift at my home town Ahmedabad asap).

Expected Salary :- Will discuss

References :

- 1.Madhur Mehrotra- Ex- Thermax, Ex-Nalco,Ex Doshion (V.P) and Ex, Ion Exchange
2. Dr. K.K Nandwana- Ex-R&D head Doshion Ltd/Doshion Veolia water solutions, Ex-IEL
3. Dave Chrishtopherson- President- Hydrex, Veolia. USA
4. Dr . Sandip Roy,- Ex, Nalco Head and Dorf Kettle ,
5. Yashwant Panwar- Ex- Doshion, V.P Design and Proposal, Ex- Wipro Ltd, Head Tech Proposal and design, Currently with Arvind Evnisol, Ahmedabad- Design and Tech Proposal Head
6. Deepak Phulwar- Ex V.P (Sales & mktng), Vasu Chemicals

-ASHISH VYAS