

RAMAKANTA MISHRA

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PROFILE OVERVIEW

* **An Mechanical Engineer with 25 years of experience in FMCG–Food, manufacturing, Production planning and control, Operations, Maintenance, Project Execution, Financial Management, Quality Assurance, and Cost Reduction.**
* **Strategic Planner & Implementer with experience in directing the functioning of Production & Manufacturing processes while focusing on profitability, quality, safety, cost, customer satisfaction and delivery functions by ensuring optimal utilization of resource..**
* **Leveraged capabilities of managing, motivating & mentoring large teams; *front-led more than 1000 workforce for CITU and INTUC union***
* **Excellent understanding and practically handled the ISO22000, BRC, HACCP, JIT-MRP ,TQM, system, GMP, GHP, TQM, KAIZEN as well as SOP preparations. Obtained Grade A in BRC and 95% in ISO 22000-2005 ,in 1st year of new factory operations from DNV,FSSI Rules**
* **Executed5 no of green filed FMCG-Food project 280000 sqft carpet area, 300000 sq ft carpet area projects.**
* **Subject matter expertise in turn round 2 loss making units into profitable units within a span of 2 years at Guwahati. The NE business has increased many folds**
* **Exhibited excellence by directing & executing operations of 3 manufacturing facilities (Kolkota, Gujarat, Karnataka of turn over 300 cr.**
* **Handled food processing plant manufacturing capacity of 20000 tons per year ( Paste, sauces, juices, RTE, RTC Products,pickles,2- 25000 tons/ year Wafer, chocolates and -50000 tons capacity per year for tea processing/ blending/packing etc**

**Accomplishment/Core competency**

**BUDGETING&PLANNING/PPC:**

* **Yearly budgeting and planning and budget control** for Manufacturing, stores, Purchase of Raw materials, Packaging materials, Engineering goods. Budget analysis & plugging the gaps.
* Responsible for the **P/L** of the operations of the units, MIS analysis and operation control
* Demand analysis based on present and historical data and spurt demand considering the market requirement.
* Long term and short term budgeting, CAPEX, OPEX preparation and implementation
* Implemented full Material Resource Planning system resulting in a decrease of inventory, a 30% reduction in warehouse space requirements and acceptable DOH levels without interruption to operations.
* Reduced the lead time for finished goods replacement from 45 to 22 days.
* Implementation of **JIT &MRP** for better planning and control in term of cost and productivity
* coordinated manufacturing activities; reviewed and analyzed monthly production plan against target volume
* **Process re engineering, De bottlenecking of operations**
* Maintained strong vendor relationships; working with vendors to communicate quality and delivery issues
* Handled customer complaints including physically visiting customer plants and collaborating with production engineers to identify and solve issues thus reducing customer complaints by 20% during tenure
* Facilitated Root Cause Failure Analysis Investigations in regard to safety and equipment failures

**Manufacturing :**

**Ready to Eat**,-Manufacturing process- The Vegetables, leaf vegetables cleaning, Peeling, blanching, Pulverizing, Cooking, cooling, Packing, Retorting, KMG international Retort operation, its utility and Lee pack auto retort pouch packing machine operations etc. Products- Aaloomotar, mix vegetables, motor paneer, palakpaneer, payasam, Navaratna kurmaetc

**Ready to cook :-** Manufacturing process and packaging for poha, upma, gravy –different variety, chutney

**Paste :- Ginger, Garlic, Tamarind, Chutney of different variety.**

**SAUCE**:-(Chilli, Soya, Tomato ketchup , snack sauce, ,8-8 sauces, Vinegar etc ) recipe development and manufacturing process( by pulping, pulverizing, pasteurizing, cooking, homogenising, and its automatic glass and pet bottling, packaging Line.

**Gherkins-** Receipt, production, preservation , dispatch , canning , bottling etc

WAFERS & CHOCOLATES:

**Wafers:**  Wafer manufacturing and development (Good knowledge in HAAS-Austria, Forma Makina-Turkey- ovens, Arc an & HAAS enrober, book cooler, Wafer cutter-Forma Makina&Gocmen Sheet cooler, Gocmen cream spreader, wafer stick ovens-Masima, Indonesia. packing machines from china/India . (Batter making, cream making, book cooling, cutting, enrobing and packaging, wafer rolls manufacturing ,its cooling and packing).

**Milk Chocolates/compound**: Mixing, Refining, concheing ,molding , shell molding, one shot molding, Packaging, using imported machines from Aasted, Memak, Buhler , Netzsch ball mill etc

**BEVERAGES:** (experience in RTS, juice line, liquid pet/ glass bottling line, Squash)

Good practical experience in auto bottling line, capping, labelling, deaeration, pasteurization, carbonation, blending, filter press, and the juice manufacturing and squash manufacturing line.

**Ready to serve beverages**: Mango drinks, Lime drinks, litchi drinks, etc manufacturing process, Packaged drinking water, Pasteurizing, deaeration system, blending and carbonation system, bottling, filter press etc. Squash recipe development and manufacturing process.

**Handled entire juice manufacturing,** bottling line - consists of BOTTLING LINE. CAPING, LABELING,PACKING –Entire line.

**PET bottle moulding,** pre form –moulding machine operation

**TEA**: Manufacturing at Gardens, blending of teas, flavouring of teas, Packaging of teas, Tea bags manufacturing and packaging

**Pickles,** its recipe development and its manufacturing process by fruit washing, cutting, mixing and its bottling, packaging).

Spices- Its recipe, sorting, grinding, packing etc,

**Jam** manufacturing process.

**Canning l**ine-pineapple ,gherkin, etc

**Tootyfruity** : Manufacturing process and packaging,

**SUPPLYCHAIN MANAGEMENT**:

(In bound, out bound, demand analysis, logistics) and Techno commercial Functions:

* **Purchase** (Raw and packaging material): Its planning (yearly, monthly, weekly), Budgeting (yearly) its analysis, Order scheduling, negotiation with vendors, Vendor development.
* **Ware housing and Inventory control**: Warehouse selection, Adopting FIFO, Age analysis, ABC analysis, Max space utilization, Safety standard, co-ordination with Sales and production department for smooth operations. Handled 50000 ton capacity ware house having 300000 sq feet area .
* **Logistics** (primary & secondary transport)and shipment: Yearly, monthly, daily distribution planning, its budgeting for primary distribution and its control. Selection of transporter, Negotiations with Transporters, day to day activities etc.
* **Demand and supply analysis :**considering the market requirement (planned and sudden requirement) To have a eye on details and also the knowledge on past and get future climatic condition/ festivals etc ; which may regulate the manufacturing, due to availability of raw materials / fruits and vegetables , man power availability, transportation etc and also the Supply of Finished goods to various destination etc. It is one of the most important aspect for planning.
* **Inventory control**: Slow moving, obsolete material analysis, **ABC analysis** ,purchase scheduling ,minimum inventory considering the lead time.
* **Vendor activities:** Vendor development, price negotiation, Payment &over due payment control.

**QUALITY ASSURANCE**:

Well conversant and practical knowledge with **ISO22000. FSSAI, BRC, HACCP,JIT-MRP system, GMP, GHP, TQM**, KAIZEN. Handled laboratories for quality, **SOP formulation and implementation.**

**GREEN FIELD PROJECT MANAGEMENT (FM CG Food)**:

* Green field project initiation- 300000 sqft, 280000 sqft, 50000 sqft ,100cr, 80 cr and 25 cr respectively.
* planning and scheduling of the project
* Finalization and Design of Project site lay out
* Plant and machinery layout includes utility layout
* Obtain the best supplier base ,use of internal and external resources
* Tracking activity against project plan
* Monitoring budgets vs. actual expenditure
* Maintaining and completing  project key performance indicator
* Organizing and facilitating the project  meeting-
* Utility capacity analysis as per the plan/ budget and selection of vendors and finalization etc-
* Client progress meeting on and off site, cost control, invoicing, variation claims, invoice payment resolution and condition of contract .Worked closely with other departments to promote overall effectiveness
* Executed 4 number green field project for FM CG food as GM project.
* Good experience in DPR formulation, project lay out/plant layout in line with ISO 22000,BRC requirements
* Experienced in project utility ,machinery procuring for FMCG –Food industries
* Good practical knowledge in 33 KVA, 11 KVA HT line yard design, LT substation panel board design, capacitor bank , LT distribution system to sections( end point), internal power line lay outetc
* Capital goods machinery selection, negotiation considering technical aspects and productivity, ROI calculation.
* Project cost variance analysis with reasons
* Project-Internal external drainage system, water recirculation system,Solid waste disposal system,
* ETP of 150000 capacity lay out and execution,Water treatment plant of 40000 lit/hr, 8000lit/hr RO plant
* Multiple compressor of capacity 150HP commissioning
* Fire hydrants, fire fighting equipment for 3lacs carpet area plant, and commissioned in 5 no of plants.

**MAINTENANCE MANAGEMENT**:

Good knowledge on both Mechanical and electrical activities.

Machine maintenance scheduling, daily, weekly, monthly, Yearly. AMC for different machinery, where ever required

Preventive maintenance scheduling,Maintain the engineering store with required spare parts to attain the break down.

Minimizing the down time of the machine due to break down,Identify the root cause of the break down.

Design maintenance programme and conducting desired training to maintenance people for increasing their skill and knowledge.

Building up maintenance team, both electrical, mechanical

Up keep of the production line and electrical installations for continuous power supply and obtain the productivity through machines.

New development for increasing the productivity and its machinery installation of production line and equipments.

Up keep of the utilities like- RO plant, WTP plant, DG set, ETP plant, Compressors, Boiler, cooling tower different electrical panel boards, including main panel board and breakers.

Atomization of line for reducing man power and increasing productivity.

Adhering the safety standard of the installed machinery and necessary training to the people associated with it.

**HR and Admin-**

Handled 800 workers and staff

Handled CITU ,INTUC Union at Bengal and handled 2 factories at NE- near Bodoland area

Good exposer in junior and senior personnel recruitment

Good knowledge on statutory requirements of worker and staff**Handled liaising of Government departments like Factory, industries, Boiler, Pollution control, Electricity, Local body, Excise, Sales Tax ,Police, labour departmentetc**

**EQUIPMENT EXPOSURE(Handled and new line commission)**

**Utilities and production line machinery:-**

**Handled,on site installation and effectively commissioning of the Utilities,** these are: Water treatment Plant 80m3, RO plant-30m3 . Cooling tower of 400 TR x 3, Boiler 4.5 tons, Chillers plant, 400 TR air conditioning plant, Cooling tunnels, 10 MT Propane gas storage tanks , Air compressor 180 HP, AHU system, Hygiene systems, Crate washer , Lifts , 2000kva,1500 KVA Transformer, HT lines , vacuum packing, Hygiene stations, ETP- 120 M3 CAPACITY .

Handled,**on site installation and commissioned the beverage lines,** the equipments are: Water Treatment Plant, RO plant,CIP system, sugar dissolver, Pasteurizer, de-aeration system, blending and carbonation system, auto bottling,auto capping, auto labelling, filter press etc.

**Good practical knowledge on installation and commissioning of Ketchup, Chutney and sauce line,** the equipments are : Pulper, Pasteurizer, Heat Exchanger, different Cookers with agitators , Homozonizer ,Auto bottling plant, auto capping, auto labelling, Different types of PUMPS, Water circulated Vacuum pump, Blenders, mixers etc

**Chocolate Manufacturing Line**: Chocolate refiner, Conches, Ball mill, Pulveriser, Netzsch Ball Mill, Mixer, Chocolate moulding line, shell moulding line , one shot moulding line, 30 KL, 20KL, to-2 KL storage tanks with agitators, packing machines

**Wafer Lines:** HAAS and Forma Makina ovens, enrobe, book cooler, Wafer cutter, Sheet cooler, wafer stick ovens. packing machines

**Pickle line**: Installation and effective commissioning of the entire line machineries for pickles of 1000 tons capacity per month. Machinery are in line: Rotary Fruit washer ,Fruit cutter, fruit slicer, mixer, Homogenizer, Rotary bottle washer ,packing / bottling machines, packing machines, multi track packing machines,

**Ginger,Garlic c**leaning machines, blancher, peeler, paste lime machines- commitrol for capacity-1000 tons per month

**Good Practical knowledge on canning the machinery** are: the blancher, the filler, media filler, seaming, retorting, pasteurizing ,blower and packing etc

**RTE**- Retort of KMG international, Ferolo-Spain-Installation and commissioning, Retort product packaging, manufacturing equipments-kettle, peeler, pulverizer, cutter, pulper ,blancher , Retort pouch packing-Lee pack etc

**RTC**: Poha ,UPMA equipment, fryer, de stoner, mixer etc

**FINANCE AND ACCOUNTS**:

* Good knowledge on Annual Balance sheet preparation, P/L, Annual Auditing, Tax auditing, Vat auditing , IT related issues ,
* **Forecast monetary resource requirements for development of budgets as per production, distribution and Inventory plans and monitor adherence to budgets through variance analysis.**
* Commercial Activities: Handled Central Excise and its audit, customs, sales tax, sales tax audit, Entry tax, Sales tax annual assessment, Insurance and its claim, service Tax and its assessment, MODVAT/CENVAT,
* Variable and fixed cost analysis and plugging the gaps
* ORGANISATIONAL SCAN

1. July 2020 – continuing, Head operation, Butterfly Ayurveda Pvt Ltd -Guru gram Delhi -NCR
2. Jun 2015- June 2020, Mothers Recipe ,PUNE, SrGeneral Manager-operations, project
3. Jan 2011 –Jun 2014, Dukes Products (India) Limited, Hyderabad, GM – Operations /Projects
4. Nov 2004 to DEC 2010,Nilons Enterprises Private Limited, Guwahati,- General Manager-Operations
5. Jun 2001 to Oct 2004,Newby Teas Overseas Private Limited, Kolkata, Senior Manager – Operations & project
6. Mar 1989 to April2001,Dun Cans Industries Limited, Kolkata, Siliguri,Factory Manager –

**At Butterfly Ayurveda pvt Ltd= From July 2020 – continuing –Head Operation-Guru gram –NCR Delhi**

**Responsible for the installation and commissioning of the new project machinery and its smooth operation**

**Responsible for Cost effective operation of Ayurveda medicine, Herbal teas, capsules.**

* Responsible for installation of machinery 6 production lines for syrup ,capsules and herbal products 3000 tons per year.
* Responsible for smooth commissioning of the production line and plant as whole, within targeted time and cost
* Developing the manufacturing plan and establishing SOP for maintaining high standards of manufacturing operations to ensure that products conform with established customer and company quality standards
* Will be responsible day-to-day production & manufacturing operations, quality & projects through effective utilization of man, machine, method & materials for 250 cr capacity operations-.
* Structuring & implementing stage-by-stage Quality Monitoring System through latest technology trends to ensure adherence to technical specifications and benchmark the quality standards
* Maintaining entire production related reports, material procurement plans and work delegation schedules (weekly & daily) for timely completion of production process
* Planning & budgeting and its analysis and plugging the gaps, in bringing efficiency in operations for improving quality standards .
* Responsible for the entire maintenance of the Plant ,process machinery and utilities – AHU, Chillier, ETP, compressor, etc
* Responsible for HR and Admin of the Plant and its smooth function
* Responsible for techno commercial activities of the entire operations.
* Responsible for BRC/ISO 22000 Standard factory maintenance, HACCP,GMP,GHP,TQM implementation
* Implementation of JIT and MRP for the cost effective manufacturing and inventory control

**AT Desai brother Ltd( Food Division) ,Gujarat Plant (Jun 2015- June 2020- GM Operation and Projects(Technical)**

**Role- Green field projects executions and multi plant operations( Food processing and Beverages)**

Highlights:

* **Undertook & accomplished Green Field Project of 300000 sq. ft. and 120000 sq. ft. Automated Food Processing Plant.**

**Contributed towards the following activities related to Green Field Project Management:**

**Execution of state of art Green Field Projects for FMCG Food at Kolkota, Gujurat**

**DPR Formulation, Project Layout/Plant Layout in line with ISO 22000, BRC requirements**

**Project utility and machinery technical analysis, capacity analysis, selection of machinery,**

**Machinery installation, commissioning in the projects, Project Cost Variance Analysis**

**Role**- Manufacturing &Operations:-

**Products- Sauces, pastes(Ginger,Garlic,Tamarind), juice, jam, pickle ,RTE products ,RTC products**

* Directing day-to-day production & manufacturing operations, quality & projects through effective utilization of man, machine, method & materials for 350 cr capacity operations-The plant capacity -20000 tons/year.
* Structuring & implementing stage-by-stage Quality Monitoring System through latest technology trends to ensure adherence to technical specifications and benchmark the quality standards
* Debottle necking the production line (machinery) and execution strategies/plans in order to achieve the organizational production goals and targets.
* Maintaining entire production related reports, material procurement plans and work delegation schedules (weekly & daily) for timely completion of production process
* Planning & budgeting and its analysis and plugging the gaps, in bringing efficiency in operations for improving quality standards & achieving maximum cost savings Ensured **COGS** are within budget for the assigned plants
* Deploying various methodologies to analyze processes, recommending reengineering of the manufacturing process to minimize escalations & rejection, realize operational efficiencies, control costs and cycle time
* Developing the manufacturing plan and establishing SOP for maintaining high standards of manufacturing operations to ensure that products conform with established customer and company quality standards
* **Managed budgeting, manufacturing, quality control & assurance, finance & accounts**
* **Implemented cost control strategies and JIT MRP, Bench Marking of the operations at various points**

**At Dukes Products (India) Limited, Hyderabad:**

**Role-Green field project execution and Factory operations.( Chocolate, wafer, compound)**

Accomplishment:

* Designed and executed green field plant lay out for 250,000 sq feet project, machine, utility selection , layout, installation ,commissioning for 20**k tons capacity chocolate & wafer plant.**
* Budgeting and its monitoring and plugging the gaps by taking different measures
* Oversee manufacturing,, chocolate and wafers and packaging of plant capacity 20000 tons per year
* Cost effective production, controlling the per kg cost of production and kg produced per head
* Responsible for Production Planning, scheduling and implementing preventive maintenance to ensure optimum equipment availability.
* Wastage control
* Holding negotiations with workers for effectively resolving HR-related issues.
* Responsible for techno commercial activities
* Responsible for reengineering of the production line for better productivity,
* Responsible for up keep of the plant and machinery – Equipments and Utilities
* Responsible for BRC/ISO 22000 Standard factory maintenance, HACCP,GMP,GHP,TQM implementation
* Implementation of JIT and MRP for the cost effective manufacturing and inventory control

**At NilonsEnterprisesPrivate Limited, Guwahati**(6years)- NorthEast OPERATION and SCM

***Role:* Looking after Guwahati Operations-Food processing and Beverages manufacturing**

* Serving as Head (Operations) for the N.E. region. Led a team of 60-member team, including 10 direct reports and handled work related to factory operations, **(manufacturing of ketchup, sauces, soya sauce, chilli sauces , vinegar ,pickle, squash ,jam, litchi drinks, RTS beverages)** purchase, quality assurance, maintenance, contract farming for 8000 tons of vegetables, accounts, HR, Statutory and liaising etc of NE region
* **Handled 2 no of manufacturing units at NE region of plant capacity 7000tons/year for pickle and 4500 tons per year for sauces and beverages,**
* Production Planning, scheduling and implementing preventive maintenance to ensure optimum equipment availability.
* Logistic planning and scheduling for finished goods despatch across the country and its control
* **Managing workforce of 800 employees including labour**; maintaining discipline and ensuring smooth employee relations to achieve uninterrupted operations in the units.
* Responsible for techno commercial activities

Achievements:

* **Increased turnover from INR 8 to 30 crore via NE business growth, improved productivity 13%** by streamlined operations & increased plant availability.
* Initiated **addition of 2 new manufacturing lines/ facilities by contributed 25% to the top line** and managed 2 factories with cumulative plant **capacity of 12K tons p.a**. and utilized capacity of 10K tons p.a.
* **Rolled out new product *‘RTS beverage’*** by handled product development to marketing.
* Significantly run technical and administrative functions of 2 food processing units; **turned them from loss to profitable units within 2 years.**
* Achieved reduction in the **wastage to 2.8% from 5.3% both in packaging and raw materials in 3 years.**
* **Ef**ficiently handled process enhancement, optimum equipment availability planned procurement, managed wastage, inventory & budget control, **thus saved10% cost in 2 years**.
* Successfully **implemented the techniques of JIT & MRP systems in units**, resulted in the enhancement of the process productivity by 13%.

**At Newby Teas Overseas Private Limited, Kolkata**: (OPERATIONS and PROJECT)

Role and achievements:

* Headed a team of 125-members production team included 5 direct reports and managed overall technical & administrative aspects to oversee operations and project management activities.
* Significantly contributed bottom line by 4% YoY and led a project called green field from start to Go live.
* Established 100% EOU tea plant composed of facility for tea packaging, blending and flavouring within 180 days of operations initiation.
* Achieved 60% of the total production target within 6 months of launch of operations by implemented ABC analysis, JIT and MRP system for inventory management.
* Factory set up, installed & commissioned 25 machines in the plant within INR 50 crore budgetin10 months timeline of 1 year provided.
* ‘A’ grade certificate for the factory in BRC and 90% in ISO 22000:2005 within 6 months.
* Stellar in implemented Quality Assurance, TQM, Food Safety, ISO 22000, HACCP Management Systems, GMP, BRC and GHP in the unit within 6 months.

**At Dun Cans Industries Limited, North Bengal , Kolkata**(2 years in Tea (garden) manufacturing and 8 years in operations, blending, packing etc)

Role in Tea gardens:

* Responsible for daily worker handling for the allocated section of the garden for tea leaf plucking.
* Responsible for maintain the tea bushes for quality and better output of tea leaf.
* Assist in tea processing plant (from green leaf to tea) for one year.

Role in tea blending/packing/ware housing /Distribution of Bulk and package tea :

* Reviewed the process and applied productivity improvements techniques, undertook plant automation wherever required by adding new machinery to reduce the manpower and cost.
* Handled 50000 ton capacity PLANT and 300000 sq feet ware house.

HR:

* Maintained discipline and smooth employee relations.
* Negotiated with CITU unions for effective resolution of their grievances.

Major Achievement:

* Achieved reduction in the Packaging cost by 10 % by process control and introducing new lines ,
* Material wastage by 1.1% by following ABC analysis, Process control, proper storage.
* Primary Distribution cost by 3% as well by introducing new transporter, load ability, routing

EDUCATION

Post Graduate Diploma in Operation Management IGNOU 2008

Master of Business Administration (Finance) Utkal University, Bhubaneswar 2000

Bachelor of Mechanical Engineering Institution of Engineers of India ,Kolkata 1989

Diploma in packaging- Indian Institute of Packaging-Mumbai 2009

PROFESSIONAL TRAININGS

* HACCP, ISO 22000:2005 & BRC Training, lead auditor course from DNV in 2005.
* TQM, KAIZEN, and People Development Trainings in 2005.

PERSONAL DOSSIER

, Age:-56 years,(DOB-16.6.1965) Language known- Hindi, English, Telugu, Oriya, Bengali, Assamies,

Permanent address: Nuaplly, Bhubaneswar, Odisha