**Rohidas Tulshiram Kale**

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**Strategic Planning | Operational Leadership| Supplier Development| Quality Assurance| Team Management| Project Management| Global Spectrum| Customer Relationship Management|**

**SUMMARY**

* **Operations Leader, Client Partner and People Enabler,** with over 23 years of experience in the **Manufacturing space,** bringinghands on experience in Customer Complaints Resolution, Production Planning Strategy, Process Governance, Quality Function Deployment, Business Scorecard and Team Handling. Adept at Supplier Management, Third party audits and External assessments, with a knack for aligning Manufacturing goals with business objectives.
* Lauded as a key Change Leader, having been pivotal in leading **Greenfield initiatives** to fruitful execution.
* Excelled at leading **Continuous Improvement projects and NPI (New Production Introduction) initiatives**, with primary focus on quality improvement and lead-time reduction.Bring indepth exposure to handling complex initiatives with excellence in New Product development, Project Management and benchmarking Quality targets.
* Dexterous in **driving diverse teams**, ensuring a high level of **engagement and enablement** to ensure exemplary performance levels. Ability to engage actively and effectively with **client representatives**, meeting business needs & expectations at all times.

**TECHNICAL SKILLS**

* Proven ability in contributing across new project solving problems with the help of **Six Sigma tools & Deming Abstracts.**
* Comprehensive understanding and knowledge about **quality standards** with experience in **Deming Process Abstract Deployment** across organizations. Possess experience as Lead Auditor & internal auditor for QS9000, ISO/TS16949, ISO14000, ISO9000, ISO45000, Tata Business Excellence Model (TBEM), TQM and TPM, JCB Production System.
* Expertise includes core tools including **APQP, FMEA, PPAP, SPC, MSA, Business scorecard and QFD**.
* Bring sound knowledge of **SAP, ORACLE WIP-Module, Windows98, AutoCAD R-2000 and Internet Applications**.
* **Credentials:** Six Sigma Black Belt, Certified Lead Auditor for ISO standards & VDA6.3, Train the Trainer & Career Mentor facilitator
* **International exposure** for varied roles includes visits to Germany, China, Sri Lanka, Turkey, France, Japan, Italy and Thailand.

**PROFESSIONAL OVERVIEW**

**JCB India Private Limited, Pune** **2016- Present**

**Deputy General Manager - New Products QFD & Quality Systems Governance & JCB Production System deployment**

*Responsible for efficiency & effectiveness of Global Business Dashboard aligned with UK practices. Oversee planning & deployment through Integrated Management System & JCB production System to maximize efficiency & Productivity. Set up and managing Command Centre for Business Excellence monitoring and handling the entire Quality function for New Product Development functions. Also, acting as SPOC for NPIP Quality approvals. Handling 300 suppliers & 21 dealers with responsibility of 7000 parts.*

***Operational/Process Excellence:***

* Addressed field failures and developed Glide path to monitor actions & sustain results with focused CFT approach
* Achieved 70% improvement in product reliability within 2 years post product launch
* Received certificate of appreciation for Quality Glide Path approach that became benchmark for global organization
* Established Business Command Centre for Heavy Line BUfor standardizing & strengtheningBusiness objectives monitoring basis governance & System effectiveness with SQPDCME approach
* Delivered organizational metrics in single graph for better decisions, where > 200 objectives were tracked at different levels and brought down to 9 business objectives & other 27 as supporting metrics during initial stages
* Also, KRA of functions were streamlined with business objectives by doing SWOT analysis
* Conceptualized & led the digitization of E-PCM (Problem counter measure) and delivered online training modules for business unit along with E-concession approval process involving marketing & service functions
* Improved ISIR RFT from 28% to 77% within 4months that was sustained at 88% minimum
* Appreciated for highest Kaizen deployments score for 3years consistently

***New Product Innovation/ Development:***

* Drove 24 Development & Innovation programs, including 4 100% Export Oriented initiatives with robust NPIP programme to meet reliability goal of T3-0.1 & T12-1.0. The Cost per machine was recognized as best benchmark within JCB group
* Re-engineered the entire process to successfully reduce time-to-market by ~ 25%

***Strategic Initiatives:***

* Led the deployment of ‘good to great’ principles through Management Review Meeting
* Spearheaded the Organizational strategy deployment with 3year execution plan with SWOT analysis & initiated deployment of JCB Production System as per group standard

***Quality Management Systems:***

* Achieved top score amongst all JCB group for QASI (Quality Assurance System Implementation)
* Received Letter of compliance within 1.5Yrs for IATF 16949:2016- Benchmarked IMS process to automotive std for Non automotive OEM
* Attained ISO9000 & ISO14000 recertification as per revised 2015 standard within 8months

**CLAAS India Pvt. Ltd, Chandigarh as Head (Quality Management) 2013- 2016**

*Was responsible for deploying user-friendly Quality management system to improve organisation total throughput yield. Was also accountable for strategic budgeting & planning for QM function for Chandigarh, Faridabad & Bangalore locations. Dual reporting with dotted line reporting to global Quality director in Germany. Handled 131 suppliers & 50 dealers with responsibility of 4800 parts.*

***People Management:***

* Ensured succession planning & improving employee satisfaction index by providing equal opportunity for everyone
* Implemented initiatives on CLAAS brand & employee recognition programme

***Quality Management & Assurance:***

* Management Representative – ISO14001, ISO18001 & ISO 9001, TQM. Achieved OHSAS certification in 7Months, certified by TUV-SUD
* Worked on process for TQM, Deming Award & ISO 50000, started Quality Circles and drove Kaizen initiatives to improve the base line results
* Collaborated and forged a strategic tie-up with Punjab technical Institute to successfully initiate CI projects & Quality Circle deployment, this also leading to cost effective resources and industry-ready workforce
* Established Customer satisfaction resolution process (Qualko) with IPR approach

***Operational Improvement & Process Re-Engineering:***

* Turned around parameters including Cost of Quality that reduced by 39% & Supplier PPM that was reduced by 51% in a year
* Restructured QM organisation to align effectively with business objectives
* Received Best Improvement award for supplier performance and COQ & reliability improvement within CLAAS companies
* Designed & deployed structured processes for effective resolution ofcustomer complaints, leading to 40% critical problems getting resolved within a year and enhancing Customer satisfaction index from 71 to 82%
* Addressed a critical situation whereCost of Quality & Internal PPM exceeded planned target by 50%, successfully deploying strategic tools and establishing cross-functional synergies
* Achieved best Cost of Quality within group, improved Internal PPM by 65%, enhanced Product manufacturing process flow to reduce inspection time, started built in quality process and optimized rework by 90%

**John Deere India, Pune as Executive Manager (Quality Assurance)** **2006-2013**

*Spearheaded the entire range of activities related to quality assurance and inspected the products that are manufactured and then delivered to customers - Vehicle Focus Factory Business unit. Initiated tenure handling commodity suppliers and was elevated to managing the entire Vehicle Factory Suppliers’ continual improvement. Oversaw ISO9000, ISO18000 and ISO14000 internal audits. Handled 57 suppliers & 13 dealers with responsibility of 260 parts.*

***Key Accomplishments:***

* Improved in factory layout to improve delivery & productivity through VSM
* Played active role in training & implementing John Deere Quality & Production System
* Played a pivotal role in Hydraulic commodity continual improvement program

***Lean Manufacturing & 6 σ Black- Belt:***

* Certificate of appreciation for successfully completion of six sigma projects to reduce the warranty & Reliability cost
* Six Sigma Black Belt from Breakthrough Management Group - Completed 5 projects resulting into reliability improvement
* Tasked to address a complex & challenging scenario where the Hydraulic valve related field failures were @ 32% and Internal failure rate was @ 25%
* Led 6 σ project with DMAIC methodology & redesigned Product with DFSS methodology to meet customer expectations
* Field failures improved drastically by 90%, internal failure rate improved by 95% and was recognized as Hydraulics expert within John Deere group

***Supplier Quality Management***

* Executed criticality of suppliers & improvements in supplier performance by resolving supplier related non-conformances to improve on Product & Process FPY
* Initiated Supplier involvement through weekly interactions & health check up methodology

**EARLY YEARS**

**Sauer Danfoss- India as Executive (Quality Assurance) 2004- 2006**

**Automotive Composite Systems International Limited as Associate Member (Quality Assurance) 2001- 2004**

**Divgi Warner India, Pune as Engineer – QA, Export division 2000-2001**

**Kirloskar Oil Engines Limited, Pune, India as Trainee Engineer – (Production & Quality) Medium Engines 1997-1999**

**MSRTC - Central Workshop, Pune as Trainee Engineer 1996-1997**

**CREDENTIALS**

**May 2012-Jun 2013** MBA HR from United Business Institutes, Brussels, Belgium, Europe **(**First Class)

**Aug 2002- Aug 2006** Bachelor Of Engineering (Mechanical Engineering) from Wadia College, Pune University

**Jul 1993-Jul 1996** Diploma in Mechanical Engineering from MSBTE (First Class)

**PROFESSIONAL DEVELOPMENT PROGRAMS**

|Six Sigma Black Belt,Certified by Breakthrough Management Group (BMG), USA| Certificate Course in AutoCAD| Advanced Vocational Training -Hydraulics & Pneumatics & Indian Standards & Reading of Engineering Drawings – AVTS, Aundh|