HEMANT JESTE

**Experienced Aviation/Aerospace Safety and Quality**

Pune, Maharashtra [hemantjeste@gmail.com](mailto:hemantjeste@gmail.com) 09373186168

Skilled and result oriented Air Force Veteran and Industry Professional with over 17 years of post- training experience in the field of Aerospace maintenance, 2 years of MRO Sales, 11 years of application based Industrial Sales and Business Development and 5 years of Aviation Safety Management System (SMS).

Currently working on freelance basis as MRO set up consultant to M/s CFS Aeroproducts UK & QMS and Safety auditor and consultant.

Worked in Indian Flag Carrier airline’s Flight Safety Department as SMS Consultant for implementation of SMS at Corporate level.

Worked with various customers and Aviation Regulatory Authorities in India and the UAE in Aerospace Sector for the business of MRO services and products.

Lead Member of the core maintenance team, well-versed in Hydraulics, Pneumatics and Industrial Automation. Extensive experience in servicing and maintaining different Indian Air Force aircraft platforms with hands on experience on related Ground Support Equipment.

Actively contributed to Mirage 2000 Second Line Servicing and represented Air frame System in Air Force Station Gwalior Quality Circle.

Co-authored MI8 and MI17 Helicopter Main Rotor Blade repair system manual at 3 Base Repair Depot, Chandigarh.

Led Maintenance Documentation Team for Manual and Computerized data management of Mirage 2000 including Illustrated Parts List, Illustrated Parts Catalog and Maintenance Manual etc.

CORE COMPETENCY

* Aircraft Maintenance Operations.
* Aviation Safety Management System (SMS)
* Air frame Systems' Quality Assurance
* ISO 9001, 14000 and 45000 Management Systems
* Gas Turbine Instrumentation Sales
* Aviation Safety Management Systems
* Sales, Customer Support and Maintenance Team Management
* MRO Contracting and product sales
* Hydraulics, Pneumatics and Electrical Drive systems application sales for aerospace and Industrial applications and their related instrumentation
* Aviation Safety and Quality trainings.
* Coordination with Airline CAMO and CAR 145 (MRO) for resolution of SMS and Airworthiness issues.

Willing to relocate: Anywhere

# Work Experience

## Consultant- Aviation Safety Management Systems

Air India Ltd - Mumbai, Maharashtra May 2017 to Jul 2022

* Performing Flight Safety Audits and Spot Checks at various departments and stations of the company.
* Coordinating various stake holders such as Airline CAMO and CAR 145 (MRO) for resolution of SMS and Airworthiness issues, Safety Performance data collection and collation as mandated by the company policies and various internal and external aviation regulatory bodies.
* Disseminating the analysis of the data collected to various internal and external interested parties.
* Face internal and external regulatory audits like FAA, IOSA and DGCA etc.
* Conduct Hazard Identification and Risk Assessments and Mitigation of various operational issues.
* Review and formulate Safety Performance Objectives, Targets, and Indicators for different operational criteria.
* Review and revision of Flight Safety and Corporate Safety Management Systems Manuals.
* Interface with vendor departments of Airline and MRO contractor for expediting Safety intensive cases on priority.
* Participate and prepare various Change Management Safety Risk Assessments including Sustainable Aviation Fuel (SAF) utilization, new airport operations and COVID19 operations in coordination with various stake holders in the Company.
* Aviation Safety and Quality trainings and participate in organization wide Safety Promotions.

## Sales Manager - India and Middle East &

**Consultant - Quality Management Systems** (These two were simultaneous activities carried out from Apr 2015-May 2017)

* Consulted M/s CFS Aero products, UK on modalities and approval processes to get licensing under Part/ CAR 145 under regulatory framework of India and UAE from DGCA and GCAA respectively.
* Successfully scouted potential strategic business partners for above principal’s Training, MRO services segments under Lycoming, Continental, P & W, Rotax aero engines and various Propellers.
* Interacted with various customers for pre and during sales activities with continuous support.
* Worked as a Consultant on Independent basis for 6 Medium scale companies on ISO 9001:2008/2015.
* Completed assignments from M/s BSCIC Certifications Pvt. Ltd. In Observer role for ISO 9001/14001/45001 audits.
* Internally audited 04 MSME companies on regular basis against ISO 9001:2015 standards.

## Sales Manager - Aerospace and Industrial

At ESMA Industrial Enterprises May 2010 to April 2011

* Established the setup of Aerospace and Power sector sales division to start sales and marketing operations for Industrial products to aerospace sector and Instrumentation product to other sectors like Gas based Power Generation and Oil and Gas.
* Formulated the approval process of ACS (Aircraft Component Supplier) in coordination with UAE aviation regulatory authority GCAA.
* Identified products and services for the rotary and fixed wing operators in the UAE.
* Developed contacts in the prospective client base in rotary and fixed wing operators as well as OEMs and Vendors for ensuring sustainable business for the company and carried out pre, during and post sales support activities.
* Initiated market research for scope of adding products to the existing portfolio of the company.
* Increased revenues by approximately 20% for general industrial items through other sales divisions like local sales and exports and Abu Dhabi branch.
* Developed key clients such as Dubai Aluminum and Dubai Electricity and Water Authority, GASCO and TAKREER for Gas Turbine Control Electro Hydraulic Servo Valves of Parker make.

## Dy. Area Sales Manager

At SMC Corporation Ltd - Pune, Maharashtra ((Aug 2004 to May 2010 and May 2011 to Apr 2015).

* Successfully formulated and led the application based sales and marketing operations for pneumatic, hydraulic, electrical products for industrial automation.
* Led a team of 10 graduate/diploma application sales engineers to not only realize but also exceed annual sales budget of approx. INR 220 million by 11 %.
* Mentored and trained the team on all techno-commercial issues and managed the branch customer credits within reasonable limits.
* Grown and maintained two strategic account (business > INR 10 million) and 9 key accounts (business= INR 2.5 - 10 million) through this team and carried out pre, during and post sales support activities for application problem solving during the entire sales process.

# Military Service

**Branch: Air Force** Service Country: India Rank: Sergeant

July 1984 to July 2004

* Participated in Aircraft maintenance flight operations - Base and Out of Base operations.
* Serviced and maintained of Mirage 2000 Airframe Systems- Flying Control, Undercarriage, Steering, Air Conditioning and Pressurization, Fuel System (Airframe Part).
* Above systems maintained through following Inspections- Daily, Weekly, 6 Monthly (G-Inspection), Yearly (I-Inspection), Bi-ennial Maintenance (P-Inspection).
* Safety precautions observation during Hydraulic Pressure test, Air Conditioning tests
* Mi-8 Helicopter Rotor Blade System Overhaul and repair, Modifications work (Fourth line Servicing and Major maintenance.
* Effective Utilization, Repair and Maintenance of Ground Support Equipment of Mig-21/27 and Mirage 2000 aircraft.
* Processing of Priority demands for aircraft spares procurement from authorized channels through AOG and IOR
* Trained teams looking after different streams - Airframe/Aero-engine/Radar/Radio/Electrical / Instrumentation/ Safety equipment/Weapons on Computerized Maintenance Record System (GIMI) for Mirage 2000 aircraft.
* Referring technical operation manuals, maintenance manuals and illustrated parts catalogues and mod leaflets.
* Solely represented the unit's airframe systems second line activities at Mirage-2000 Quality Circle from 2000 to 2004.

# Education

* **Degree in Mechanical Engineering Mechanical Training Institute –** Air Force Station Tambaram, Tamil Nadu July 1984 to July 1988

# Trainings.

# **Aviation/Aerospace**

* Mi-8 and Mi-17 Helicopter (Russian make) overhauling at 3 Base Repair Depot, Air Force Station, Chandigarh, India.
* Mirage 2000 Airframe System I and II Line Servicing at Air Force Station, Gwalior, India.
* Mirage 2000 GIMI (Integrated Computerized Maintenance Documentation) System at Air Force Station, Gwalior, India.
* Undergone product and familiarization training for Aero Engines, APUs, Accessories, Undercarriages, Brake Systems MRO facilities at CFS Aero products, Coventry, UK.

**Industrial**

* Pneumatics and Electro-Pneumatics basic and advanced from SMC Pneumatics India Pvt. Ltd.
* ISO/TS16949 Internal Auditor Certificate from TUV India(TUV NordGroup Company).
* ISO 9001:2015 IRCA approved Lead Auditor Certificate course from BSI Group India Pvt. Ltd. (British Standard Institution UK Group Company).

**Management**

* QBS (Question Based Selling) by LMI International.
* Certificate in Export Import Management from Sikkim Manipal University.
* ISO 9001:2008 internal auditor training from BSCIC Certifications Pvt. Ltd.

**Information Technology**

* ‘O’ level Course from Dept. of Electronics, Accreditation of Computer Courses, Govt. of India.