

Kishore B Setlur

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■ **Summary:**

- **Mechanical Engineer with over 3 decades of handling progressive roles as Applications Engineer to Thought Leadership.**
- **PMI Certified 'Project Management Professional' with vast experience on successfully delivering New Product & Business development, Systems development Projects related to Hydraulics, Materials Handling & Construction Equipment in India, Oman & Indonesia.**
- **Adept at Product & Project management, SBU Management & Administration, Technical sales & after sales support, Procurement.**
- **Cultivate & nurture strategic alliances & maintain excellent relationships with all stakeholders.**
- **Experience in combining entrepreneurial drive with Administrative & Business-management skills to achieve mandates.**

■ **Skills:**

- | | |
|----------------------------------|---------------------------|
| ■ Project Management | ■ Stakeholder Management |
| ■ Leader with inclusive approach | ■ Team Development |
| ■ Growth thru' Innovation | ■ Budgeting & Forecasting |
| ■ Excellent communicator | ■ SBU/P&L responsibility |
| ■ New Product Development | ■ Operation |

■ **Work experience:**

Canara Hydraulics Pvt Ltd, Bangalore, India

CBDO 2015 – 16 (Contractual)

Group Advisor 2019-21 (Contractual)

- Canara Hydraulics, established in 1991 is engaged in design & manufacturing of Hydraulic Cylinders & Power Units for Mobile & Industrial applications.
- Work closely with promoter on evolving & implementing strategic growth initiatives (*New Applications, Products, Markets*). Achieved 5 fold business growth.
- Initiate, Plan, Execute & Direct resources towards achieving mandates.
- Documented policies & practices and implemented SAM initiatives.

Pennar Ind Limited, Hyderabad, India

Vice President, International Business

2013 - 14

- Creating an International footprint for Engineered CR steel products (Auto components, ERW Tubes & Sheets) in Europe, USA, Middle-east & South-east Asian markets to Auto, White Goods, Infrastructure, **Defense** segments.
- Instrumental in setting up JV manufacturing with US based Physical Critical National Infrastructure (CNI) Security solution manufacturer.
- Developed auto component business with Global auto majors.

Gmmco Limited (C K Birla Group company), Chennai, India

Associate Vice President, Allied Business

2010 – 13

- Responsible to conceptualize, incubate and establish business objectives for Infrastructure equipment SBU complimenting CATERPILLAR solutions
- Entered into agreements with Global manufacturing majors

Demag Cranes, Pune, India

Head – Process Cranes

2007 - 10

- Product Development of Heavy Duty EOT Cranes (50 MT– 300T) by way of Localisation (DIN 15018 to IS 3177) and develop Standardised components.
- Successfully installed & commissioned Process EOTCs at BHEL, Siemens, TNPL, WEG, VRV Cryogenics
- Headed an Engg team that developed designs for critical Hot Metal & Nuclear applications.
- Conducted Due-diligence audit for proposed acquisition process of an EOTC mfg. facility.

IECC (Suhail Bahwan Group), Muscat, Oman

Head – Equipment Business

2000 - 07

- Suhail Bahwan Group is a US\$ 2B entity engaged in Engineering, Equipments, Automobiles, etc. IECC represented global leaders for Construction, Industrial and Infrastructure Equipment.
- Responsible for entire Business operations in Oman & UAE.
- Extensive interaction with Principal partners from Europe, USA & Japan as well as Buyers.

National Panasonic Gobel Group. Jakarta, Indonesia

Technical Advisor

1996 - 98

- **Gobel** Group is a part of US\$ 1B NP entity, engaged in distribution of engineering products across Indonesia.
- Responsible for establishing New Business Verticals (*People, Process, Products, Applications, Markets & Support*) for Electrolux Constructor AS/RS systems and Eutectic Castolin Welding solutions across Indonesia.

Voltas Ltd., (TATA enterprise), Mumbai & Bangalore

Regional Manager – South India (Materials Handling & Construction Eqpt.)

1989 -96 & 98 - 2000

- Responsible for Business operations of MH&CE Systems & Solutions.
- Lead a team of sales managers, engineers, parts & service supervisors, technicians to achieve challenging Business mandates & objectives.

Fouress Engg. (I) Pvt. Ltd., Bangalore

Product Engineer, Process Control Valves

1988 -89

- Requirements gathering, application study, liaison with Lead Consultants & EPC contractors, bidding, E&C document preparation for Design, Mfg., Supply & Installation of Gas tight Isolator valves for Power, Oil & Gas, Cement and other Process Engg. Projects.

Yuken India Ltd., Bangalore & New Delhi

Application & Product Support Engineer

1987 – 88

- Exposure to manufacturing, assembly & testing of various Oil Hydraulic Pumps & Valves and Designing Hydraulic Power systems Circuit diagrams for Static & Mobile applications to various Major OEMs and Supply Chain partners in North India.

■ **Education:**

- **Bachelor's Degree in Mechanical Engineering, I class - Bangalore University 1987**
- **Project Management Institute certified Project Management Professional (PMP)**

■ **Professional development**

- Management development program, Tata Management Training Centre
- CII certified ISO Auditor.
- Empanelled Trainer at BOSCH on Project Management through BizMentors Pvt Ltd.
- Member of PMI, Bangalore Chapter. Conducted and participated in several professional development chapter activities.