

S.deepak Kumar

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**MIDDLE MANAGEMENT PROFESSIONAL
Sales & BDE and Production Planning & Control**

PROFILE SUMMARY

A seasoned professional with more than 10 years of commendable success in:

- | | | |
|---------------------------------|-----------------------|------------------------|
| ~Sales and Business Development | ~ Production Planning | ~ Quality Management ~ |
| ~Assembly Operations | ~ Safety Management | ~ Process Improvements |
| ~ Training | ~ Resource Management | ~ Strategic Planning |

ORGANIZATIONAL EXPERIENCE

Since 2021 to till date -KENT RO SYSTEM LTD -Bangalore as AREA SALES

Since 2015 -to- 2020 CHHABRIA AND SONS, Bangalore as Sales/BDE.

Key Result Areas

- Developing & supporting the business in sales growth, And Preparing & implementing sales strategy
- Will respond to client enquirers, understand customer requirements, carry out pricing and negotiation with customer, transition projects to operation teams, deliver the completed project to customer and ensure payment.
- Meeting the corporate, Architects, Plumbers, Builders, Structural Consultants and Interior designers, Contractors regularly to generate leads.
- Planning and operation various schemes by analyzing competitor activities.
- Identifying Contractors, Architects, Plumbers, Design, Builders, Consultants and corporate and making Cold Calls , email communications, and other direct marketing methods
- Closing sales and working with client through closing process, Answering potential client questions and follow-up call questions, Generating enquiries for the company and converting them to customer, Planning and operation various schemes by analyzing competitor activities.
- Exploring new business opportunities by keeping track of upcoming projects, Customer visits / site visits as assigned, Preparing & implementing sales strategy
- Building and maintaining strong, long-lasting customer, architects Interior designer,

Plumbers, Builders, Contractors relationships. By making Events, some get to gather, dinners Etc

- Ensuring timely delivery of material at customers end and providing service at all levels
- Plan and execute all web, SEO/SEM/SMM, marketing database, email, social media and display advertising campaigns, Portals , Sms campaign

Mar'2010 -2015 BIESSE Manufacturing Pvt. Ltd., Bangalore as Team Leader - for Assembly Dept. Production

Key Result Areas:

- Overseeing:
 - Assembly of three axis machining center of different capacity wood cutting operations machines
 - Training and development of Assembly Team to enhance their skills and knowledge to maintain competitive edge of the company, improve product quality and team work
- Conducting review of production & operating reports and resolving operational, manufacturing and maintenance problems to ensure minimum costs and prevent operational delays
- Accountable for investigating & making recommendations to provide resolution when worker issues went to Human Resources for action
- Making BOM comparisons with actual production data and summarizing material losses (incoming vs used/output)
- Looking after preparation to build Quality Management System to acquire QS (TS) and ISO
- Functioned as:
 - Team leader to ensure the respect of safety rule in shop floor and alert the assembly
 - Assembly Manager and looking after maintenance of any potential safety risk in shop floor and monitoring equipments/area/stored material/operations that could cause an accident
- Ensuring machine reliability and delivering “Zero Defect “product
- Entrusted with the task of yearly setting of goals (KPI) for all subordinates for monitoring best / lower / average performances, mistakes, training hours, follow-up process, FTQ, etc. with the help of ERP
- Responsible for promoting a working environment which encourages employee involvement to achieve excellence in productivity, customer service, quality, inventory and Environmental Health & Safety

Significant Highlights:

- Visited Italy for a period of 2 months for completion of project: Loading and Unloading System CNC Machine and implemented the same in India BIESSE Plant
- Successfully achieved daily, weekly and monthly production targets through the execution of new fixtures, multi-skill in operators, new procedure in assembly, new tools, continuous feedback to the operators, and creating healthy atmosphere which resulted in reduction of 1 to 2 days of production cycle and 98% of raw material wastage
- **Instrumental in resolving a quality problem which was faced from 1 year (abnormal noise in gear box) along with the team by continuously working on new ideas, different assembly procedures, new fixtures, feedback from design and, quality dept. and with lots of effort and hardwork**
- **Played a key role in streamlining the workload per day to reduce employee work pressure and ensure production target achievement by 26th of every month, which has resulted in overtime deduction and saved Rs. 50,000 cost saving per month and product quality has also improved**

- Pivotal in organizing training schedules on personality development and motivation, safety, fire and safety, etc.
- Introduced suggestion box for workers for better working culture and productivity improvements
- Initiated fixtures and tools development used in production for employee motivation

Sep'2008 – Mar'2010: Fire Pro System Pvt. Ltd., Bangalore as Production Engineer

Key Result Areas:

- Shouldering the responsibility of inspecting all the material delivered by suppliers/vendors as per drawings, and quality standards
- Accountable for submitting progress report to the client as per the requirement & weekly progress reports to the Reporting Manager
- Handled commissioning of field installation, quality requirements, safety and risk
- Looked after certification of sub-contractors and their work & bills

May'2004 – Sep'2008: Milltec Machinery Pvt. Ltd., Bangalore as Production Engineer

Key Result Areas:

- Assembly of special purpose machines as per clients requirements
- Introducing new assembly methods to make process and work easy
- Introducing new fixtures and tools for make assembly process simple and easy
- Efficiently worked on the ERP (equal to SAP) for monitoring daily production performance, efficiency, loss of time, quality problems, design problems, loss of time for delay in receiving items, waiting for crane, etc.
- Coordinated all industrial functions (tools, electronic, assembly, advanced quality and cost) and purchase activities
- Responsible for selecting, hiring, training, developing and providing ongoing leadership & direction to assigned personnel
- Maintained harmonious relationship with shop floor personnel at all times and champion their issue resolution

PREVIOUS EXPERIENCES

Aug'2000 - May'2004: Sansu Automotive Parts Pvt. Ltd., Bangalore as Production Engineer

Jul'1998 – Jul'2000: The Mysore Kirloskar Ltd., Harihar as Production Engineer

PROFESSIONAL QUALIFICATIONS

1997 Diploma in Mechanical Engineering from Govt. Polytechnic, Raichur

Additional Qualification: Programming & Operations of CNC Machines from Govt. Polytechnic, Gulbarga

PERSONAL DETAILS

Date of Birth: 8th December 1978
Present Address: H.No. – 48/595 3rd Cross, Mahalakshmi Layout, Bangalore – 5600086 (Near Iscon Temple)

Languages Known: English, Hindi, and Kannada & Telugu

Location Preference: Bangalore

Thanks
Regards
S DEEPAK KUMAR