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Top Skills

Semiconductor Supply Chain
Strategy
Operational Excellence (SCM)
APAC Market Expansion

Certifications

Data Science Analytics
Copilot AIDriven Data Analysis
Adding Value through Diversity
Microsoft Azure AI Essentials
Professional Certificate
Fellowship (F.I.E.) C.Eng. (I) - Govt.
Approved Valuer

Honors-Awards

Best Speaker
Ranked III for Review Paper
Presentation
Class of 59' Scholarship
Placement Coordinator
Got Selected in MBA Program
2006-08 IIT, Kanpur

Vashist Specialty Chemicals
Agentic AI

Commercial Excellence | Supply & Governance Architect | Executive
(Top-Tier Global Talent)
Singapore, Singapore

Summary

Transformation architect with 20 years in chemicals, semiconductor supply chains, and logistics optimization. Managed \$150M+ portfolios across BASF, DSM, and 3M, consistently delivering 25%+ CAGR and operational excellence. Expert in compressing cycles by 30–90% and driving \$50M+ uplift via SAP/Salesforce.

ONE Pass eligible, globally mobile, and focused on senior leadership mandates in Singapore. Experienced in governance, ESG stewardship, and APAC expansion, with a proven record of building compliant, scalable operations across regulated industries.

Currently exploring the role of GenAI and Agentic AI in regulated industries to accelerate transformation and governance depth.

Experience

BASF

14 years 11 months

Head South Asia P&L and Business Excellence (Focus: Semiconductor, Grade Polymers & APAC SCM)

July 2024 - Present (1 year 6 months)

Mumbai, Maharashtra, India

Driving Business Excellence in the Chemical Industry

- Transforming operations to drive significant growth. and innovation in India's chemical sector
- Developing and executing plans to enhance significant efficiency, productivity, and profitability using SAP S/4HANA/ERP/ Salesforce
- Driving digital initiatives to improve AA+ customer experience and operational efficiency

- Collaborating with cross-functional teams to develop and implement digital solutions using Salesforce, increasing sales by significant numbers
- Building strategic partnerships to increase significant brand visibility and thought leadership

Key Expertise:

- Digital Transformation Strategy
- Business Process Optimization
- Operational Efficiency Improvement
- Strategic Partnerships Development
- SAP S/4HANA/ERP/ Salesforce Implementation
- Salesforce Solution Development

#DigitalTransformation, #BusinessExcellence, #OperationalEfficiency, #StrategicPartnerships, #SAP, #Salesforce, #ChemicalIndustry, #India, #Leadership, #Innovation

Sales & Marketing Head Industrial Business, South Asia

July 2023 - July 2024 (1 year 1 month)

Maharashtra, India

Transformational Sales Leader & Business Growth Strategist:

- Spearheaded profitability in unprofitable accounts and Strategic Business Units (SBUs) through strategic planning and process optimization
- Drove year-over-year growth and profitability via automation, process improvements, and team reenergization
- Successfully convinced customers to adopt regular buy-ups, fostering long-term trust and multiplying business growth with high profitability
- Consistently met or exceeded quotas and expectations in sales positions at BASF India and earlier roles
- Developed and executed go-to-market strategies from plant inception to market saturation, driving sales growth and market penetration
- Achieved AA+ Mio Euro business with 25+% CAGR in Performance Materials Division for Engineering Plastics & Polyurethanes (Automotive Segment)

Expertise:

- Materials: Switch Gears RM, Sustainability, Flame Retardants, Low VOC, Medical & Food Grade plastics

- Business Growth Strategy
- Sales Leadership
- Process Optimization
- Team Training and Development
- Customer Relationship Management
- Financial Analysis and Planning

#SalesLeadership, #BusinessGrowth, #Profitability, #ProcessOptimization, #TeamTraining, #CustomerRelationshipManagement, #FinancialAnalysis, #MaterialsScience, #Sustainability, #FlameRetardants, #LowVOC, #MedicalPlastics, #FoodGradePlastics, #EngineeringPlastics, #Polyurethanes, #AutomotiveSegment, #PerformanceMaterials, #BusinessStrategy, #GrowthHacking, #SalesGrowth, #MarketPenetration

Sales, Commercials & lot more
August 2020 - July 2023 (3 years)
Delhi, India

Business Growth & Development Leader - Polyurethane (PU) & Engineering Plastics

Responsibilities:

- Spearhead business growth, development, management, and strategy for Polyurethane (PU) & Engineering Plastics (Polyamides, PBT, Polyacetals)
- Drive profitability and sustainable business practices for BASF SE, the world's largest diversified chemical company
- Develop and execute strategic plans to expand market share and revenue growth

Skills:

- Business Development & Growth Strategy
- Profit & Loss Management & Optimization
- Sustainable Business Practices & Leadership
- Business Management & Operations
- Profit Margin Enhancement & Management
- Sales Management & Processes
- Analytical & Problem-Solving Skills
- Sales & Marketing Strategy & Execution

#BusinessDevelopment, #Polyurethane, #EngineeringPlastics, #BASF,
#ChemicalIndustry, #SustainableBusiness, #ProfitAndLossManagement,
#BusinessGrowth, #StrategyDevelopment, #SalesManagement,
#AnalyticalSkills, #SalesAndMarketing

Japanese Transplant Manager, South Asia
February 2011 - June 2023 (12 years 5 months)
South Asia

International Business Leader - Japanese Transplant & South Asia Expansion

Responsibilities:

- Spearheaded Japanese Transplant business growth in South Asia, driving international partnerships and collaborations through business development, technology transfer, and strategic alliances
- Fostered knowledge exchange, joint research projects, and best practice sharing across borders, enhancing business growth and regional development
- Successfully bridged cultural divides, navigating "death valley" challenges to establish thriving partnerships and collaborations

Skills:

- Global Business Leadership & Expansion
- Cross-Cultural Management & Collaboration
- International Partnerships & Alliances
- Business Development & Growth Strategy
- Technology Transfer & Innovation
- Joint Research Projects & Knowledge Sharing
- Strategic Alliance Building & Management

#GlobalBusinessLeader, #JapaneseTransplant, #SouthAsiaExpansion,
#InternationalPartnerships, #CrossCulturalManagement,
#BusinessDevelopment, #TechnologyTransfer, #Innovation,
#StrategicAlliances, #GlobalLeadership, #AsiaPacific, #BusinessGrowth

Manager Automotive - Engineering Plastics & Polyurethanes
October 2018 - July 2020 (1 year 10 months)
Delhi, India

Deputy Manager- Automotives - Engineering Plastics & Polyurethanes

April 2017 - September 2018 (1 year 6 months)

Delhi, India

Business Management, Sales, BD

Deputy Manager - Automotive & Industrial - Engineering Plastics

April 2015 - March 2017 (2 years)

Delhi, India

Business Management, Sales, BD

Assistant Manager- Automotive & Industrial - Engineering Plastics

February 2011 - March 2015 (4 years 2 months)

Delhi, India

Business Management, Sales, BD

Asian Development Bank (ADB)

Independent Consultant

February 2023 - June 2024 (1 year 5 months)

New Delhi, Delhi, India

Registration Number: 221955.

My Notes.

Ideas before time

August 2002 - June 2024 (21 years 11 months)

India

Innovation Timeline

- 2001: Conceptualized "Silent DJ" for campus parties.
- 2002: Envisioned TV program storing mechanism.
- 2003:
 - Introduced music ringtones.
 - Proposed dual SIM functionality.
 - Suggested video recording of training sessions.
- 2005:
 - Designed color-changing water bottles.
 - Presented paper on TCP thermal conversion.
- 2009:
 - Conceptualized Universal Health ID.
 - Introduced 3D/4D virtual imaging tools.
 - Proposed crowd management solutions.
- 2012-2013:

- Foreseen need for digital money.
- Identified need for anti-phishing drives.
- Highlighted hygiene needs.
- 2012: Envisioned moveable road dividers.
- 2017: Advocated for simplification and dashboard needs.

Contemporaries in Innovation

- 2003: Nokia introduced ringtones.
- 2009: US launched HITECH Act.
- 2012: Bitcoin emerged as virtual currency.

#Innovation, #DigitalTransformation, #AI, #Blockchain, #Cloud, #Leadership, #Entrepreneurship, #FutureOfWork, #Technology

3M

Sales Manager -Ended up being a 3M Ambassador for Quality, Cost & Value.

March 2010 - January 2011 (11 months)

New Delhi Area, India

Regional Business Development Leader - North & East Region

Responsibilities:

- Spearhead sales growth and business development in the North & East region for Specialty Chemicals (Fluoropolymers, Glass Beads), FKM Rubber, PTFE, and related products
- Identify and capitalize on potential markets, customers, and partners to drive inorganic growth and expansion
- Develop and execute strategic plans to increase market share and revenue growth in the Auto and Electronics industries
- Led sales of advanced surfactant solutions into electronics and semiconductor manufacturing supply chains, supporting wafer cleaning, etching, and precision coating processes
- Contribute to the company's legacy of innovation and leadership, building on 3M's 104-year history of introducing new products and maintaining consistent profit and dividend growth
- For Universal industries like Electronics, Polymer Processing, Multilayer Films mfg., Wire & Cables, Rubber Industry, Oil & Gas, Automotives for Fluoro Polymers, Surfactants, Glass Bubbles, PPA.

Skills:

- Regional Business Development & Growth Strategy
- Market Analysis & Identification
- Customer & Partner Development
- Specialty Chemicals & Materials Expertise
- Auto & Electronics Industry Knowledge
- Innovation & Leadership

#BusinessDevelopment, #RegionalGrowth, #SpecialtyChemicals,
#3M, #AutoIndustry, #ElectronicsIndustry, #MarketAnalysis,
#CustomerDevelopment, #PartnerDevelopment, #InnovationLeadership

DSM Engineering Plastics

Business Development - North India: Ended up being a man for Value Selling (Conceptual & Strategic)

August 2007 - February 2010 (2 years 7 months)

Gurgaon, India

Business Development Leader - Engineering Plastics (Automotive, Electrical & Electronics)

Responsibilities:

- Drive business growth and development for Engineering Plastics (Polyamides, PBT, Elastomers/TPEE) in the Automotive, Electrical & Electronics industries
- Focus on identifying new applications and metal-to-plastic conversion opportunities to expand market share and revenue growth
- Collaborate with cross-functional teams to develop and execute strategic plans for business expansion and innovation

Skills:

- Business Development & Growth Strategy
- Engineering Plastics (Polyamides, PBT, Elastomers/TPEE) Expertise
- Automotive, Electrical & Electronics Industry Knowledge
- New Application Development & Metal-to-Plastic Conversions
- Strategic Planning & Execution

#BusinessDevelopment, #EngineeringPlastics, #AutomotiveIndustry,
#ElectricalAndElectronics, #NewApplications, #MetalToPlasticConversions,

#GrowthStrategy, #DSM, #MultinationalCompany, #LifeSciences,
#MaterialsSciences

Avery Dennison

India Plant Operations: Ended up being Operation's Man

June 2006 - August 2007 (1 year 3 months)

Gurgaon, India

Global Operations Leadership Development (GOLD) Associate

Program Achievements:

- Completed the prestigious GOLD program, ranked among the top 20 global leadership development initiatives
- Demonstrated strategic leadership skills and successfully handled key responsibilities across various facets of the company
- Developed expertise through extensive training and hands-on experience in:
 - R&D and innovation
 - Production and manufacturing
 - Inventory management and control
 - 5S and EHS (Environmental, Health, and Safety) practices
 - Manpower retention and talent development
 - Morale and motivation strategies for frontline teams
 - Plant maintenance and operations

Skills:

- Global Operations Leadership
- Strategic Planning and Execution
- R&D and Innovation Management
- Production and Manufacturing Excellence
- Inventory Management and Optimization
- 5S and EHS Best Practices
- Talent Development and Retention
- Team Motivation and Leadership

#GOLDProgram, #GlobalOperationsLeadership, #LeadershipDevelopment,
#StrategicLeadership, #R&D, #Production, #InventoryManagement, #5S,
#EHS, #TalentDevelopment, #TeamMotivation

Advance Agro Public Co. Ltd.

Indian Coordinator

June 2005 - July 2006 (1 year 2 months)

Thailand

International Recruitment Project - India

Program Details:

- Managed local recruitment efforts in India for international job postings
- Coordinated and conducted various selection processes, including:
 - Group Discussions (GD)
 - Interviews
- Project-based candidate shortlisting
- Developed and implemented innovative assessment methods, such as:
 - Engineering architecture model-making
 - On-the-spot testing and evaluation

Skills:

- International Recruitment Management
- Selection Process Design and Implementation
- Group Discussion and Interview Facilitation
- Project-Based Assessment and Evaluation
- Engineering Architecture Model-Making and Testing

#InternationalRecruitment, #IndiaRecruitment, #SelectionProcess, #GroupDiscussion, #Interviews, #ProjectBasedAssessment, #EngineeringArchitecture, #ModelMaking, #OnTheSpotTesting

Reliance Industries Limited

Trainee - Technical marketing: Ended up Knowing that all its starts, is from Ground i.e., Shop Floor

November 2005 - February 2006 (4 months)

Delhi, India

Polymer Industry Expertise - Reliance Industries

Key Responsibilities:

- Collaborated with the Technical Specifications Department at Reliance Industries to develop and implement polymer product specifications
- Partnered with the Technical Services Department to provide expert support and guidance on polymer products
- Conducted market research and analysis on the Indian Polymer Industry, staying up-to-date on market trends and scenarios for Reliance Industries

Skills:

- Polymer Product Development and Specification
- Technical Services and Support
- Market Research and Analysis
- Indian Polymer Industry Expertise
- Technical Collaboration and Partnership
- Reliance Industries Experience

#RelianceIndustries, #PolymerIndustry, #TechnicalSpecifications,
#TechnicalServices, #MarketResearch, #IndianPolymerMarket,
#PolymerProductDevelopment, #TechnicalCollaboration

Education

Delhi College of Engineering

B.E., Engineering & Technology · (2002 - 2006)

Indira Gandhi National Open University

Master of Business Administration - MBA, Business, Management, Marketing,
and Related Support Services · (August 2020 - December 2024)

Indian Institute of Technology, Kanpur

MBA Program – Admission Secured (2006–2008) , None · (August 2006 - June
2008)

Faculty of Law, University of Delhi

Bachelor of Laws - LLB, Law · (August 2012 - July 2015)

Surajmal Institute Delhi

Medicines, Healthcare, Pharmacy · (2000 - 2002)