

Jobs 3

Companies

Services 1

Search jobs here



naukri 360



## CEO Ready PnL Business Leader India

Head - South Asia P&L and Business Excellence  
at BASF India Ltd.

Profile last updated - Today

📍 Mumbai, INDIA

📞 9811409022 ✓

📅 19 Years

✉ annikavashist@gmail.com ✓

₹ 1,75,00,000

🕒 3 Months notice period

### Quick links

Resume Update

Resume headline

Key skills

Employment

Education Add

IT skills

Projects Add

Profile summary

Accomplishments

Career profile

Personal details



Elevate your profile with AI-powered enhancements

Upgrade now

### Resume

Amit\_Kumar\_CEO\_Ready\_Transformation\_Leader\_CV\_2025\_26.pdf

Uploaded on Nov 08, 2025

Update resume

Supported Formats: doc, docx, rtf, pdf, upto 2 MB

### Resume headline

Packaging, Family Run, CEO-Ready Business Leader 19+ Yrs in Specialty Chemicals P&amp;L Ownership Greenfield Expansion Governance &amp; ESG BASF DSM 3M Strategic Growth Regulatory Compliance Digital Transformation SAP HANA Domain Expert

### Key skills

Management Sales Marketing Business Development Audit Compliance Contract Management

B2B Institutional Sales Business Intelligence Systems Salesforce CRM Automation Business Excellence

SaaS Strategic Planning Leadership Thin Films Packaging

### Employment

Add employment

Head - South Asia P&amp;L and Business Excellence

BASF India Ltd.

Full-time | Feb 2011 to Present (14 years 10 months)

3 Months Notice Period

- Own full P and L responsibility for a 50 Million USD regional business across engineering plastics and polyurethanes - Delivered 20 percent plus CAGR since 2011 through strategic planning and market expansion - Lead business development and market mapping for domestic and imported portfolios across automotive, electrical, and railway sectors - Manage end-to-end project lifecycle including trials, spec-in, qualification, and customer-line validation - Drive new business development and distributor expansion with 30 plus new customer accounts added - Handle key OEM accounts including Maruti Suzuki, Honda, Hero MotoCorp, and Indian Railways - Oversee supply chain, inventory forecasting, pricing, and payment cycles across North and East India - Support APAC teams on key accounts, imports, and product management - Represent the region in technical events, customer days, and cross-border strategy meetings ? Achievements (Naukri-compliant) - Achieved 20 percent plus CAGR in sales volume over 12 years - Over 50 percent of new sales from new customer acquisitions - Reduced distributor-led sales share significantly - Led two regional distributors and managed high-value institutional accounts - Maintained 50 percent plus travel engagement including APAC coordination

Top 5 key skills: Specialty Chemicals Leadership P&amp;L Management CAGR Growth Digital Transformation &amp; Automation Board

**Regional Manager - Sales and Marketing 3M India Ltd - Fluoropolymers Division**

3M India

Full-time | Mar 2010 to Jan 2011 (11 months)

- Led business planning and execution for specialty fluoropolymer products including fluoroelastomers, PTFE, PPAs, HPAs, and glass bubbles
- Managed key accounts and developed mutual business plans with OEMs and Tier 1s across automotive, plastics, and rubber sectors
- Handled customer segments such as masterbatch manufacturers, multilayer film makers, and gasket and hose producers
- Drove new business by expanding customer base, launching new products, and identifying new applications for existing lines
- Oversaw sales targets, supply planning, material forecasting, and payment collections for the region
- Trained distributors and delivered technical presentations to end customers
- Conducted daily field visits for sampling, trials, and customer engagement
- Captured Voice of Customer insights to build strong value propositions and improve product positioning

**Strategy Advisor and Consultant**

The Daedals Software Labs Pvt. Ltd. - Start up

Full-time | Aug 2009 to Dec 2010 (1 year 5 months)

- Advised on new project ideas, government proposals, and digital strategy for a tech startup focused on software and multimedia solutions
- Supported business planning, technology integration, and early-stage product development
- Collaborated with founders on concept validation, proposal writing, and client engagement
- Provided input on IT architecture, user experience, and innovation roadmap
- Contributed to positioning the company for future growth in government and private sector tech projects
- Note: Daedals Software Labs was incorporated in 2009 and later struck off. It focused on computer-related services like website maintenance and multimedia presentations.

**Co Founder (Startup)**

Co-Founder and Product Architect Jasun Solutions - Startup Venture - PartyCross.com

Full-time | Aug 2009 to Dec 2010 (1 year 5 months)

- Co-founded and architected PartyCross.com, a digital platform designed to help users discover and decide venues for parties, gatherings, and social functions
- Led business requirement gathering, user journey design, and feature prioritization for the MVP
- Collaborated with developers and UI teams to build a user-friendly interface for event-based venue selection
- Conducted market research and competitor benchmarking to define platform positioning and value proposition
- Managed early-stage product roadmap, testing cycles, and feedback loops to refine functionality

**Business Development Executive**

DSM Engineering Plastics

Full-time | Aug 2007 to Feb 2010 (2 years 7 months)

- Managed business development and key account growth across Haryana, NCR, and Northern India for engineering plastics in automotive and electrical sectors
- Generated business through VA/VE proposals and share-shift strategies at major OEMs including Maruti Suzuki, Hero Honda, HMSI, and BCH
- Led project management and technical support for Tier 1 suppliers such as Polyplastics, Varroc, Sumi Motherson, Lumax, Krishna Maruti, UFI Filters, Sandhar, and Tecumseh
- Promoted metal-to-plastic conversion concepts and introduced new materials for strategic applications
- Delivered conceptual and strategic selling to drive adoption of advanced polymers in high-performance applications
- Oversaw consignment agents in NCR—ensuring stock availability, timely deliveries, payment follow-ups, and resolution of supply chain issues

**Plant Operations - Leadership Trainee**

Avery Dennison

Full-time | Jun 2006 to Aug 2007 (1 year 3 months)

Responsible for Team handling Plant Operations, Inventory, Adhesive Compounding, Process, Production, Health & Safety, 5S Plant layout, Personnel and Sustainability under ESG (VOC, GHG, Carbon Footprint) & GMP aspects Responsible for Adhesive Quality & Cost Management, Plant team Moral & motivation

**Process Engineer (GOLD Associate)**

Avery Dennison (India) P. Ltd.

Full-time | Jun 2006 to Aug 2007 (1 year 3 months)

- Rotated across Materials, Production Planning, and Process functions as part of the GOLD Associate Program
- Focused on adhesive compounding and finishing operations, including quality control and process optimization
- Managed procurement of process materials and implementation of process-related tools
- Conducted data analysis to identify inefficiencies and reduce material losses across production lines
- Contributed to a cross-functional team project on packaging cost reduction
- Supported corporate data collection for Indian plants covering production, plant layout, personnel, and environmental metrics

**Education**[Add education](#)**MBA/PGDM International Business**

Indira Gandhi National Open University (IGNOU), Delhi

2021-2024 | correspondence

**B.Tech/B.E. Chemical**

Delhi Technological University

2002-2006 | Full Time

**Class XII**

CBSE

2000

**Class X**

CBSE

1998

[Add doctorate/PhD](#)**IT skills**[Add details](#)

Skills	Version	Last used	Experience	
Linux	-	-	0 Year 0 Month	
Salesforce CRM	-	-	10 Years 0 Month	
Hardware Design	-	-	0 Year 0 Month	
Software Development	-	-	0 Year 0 Month	
Analytical Skills	-	-	15 Years 0 Month	
Architectural Design	-	-	15 Years 0 Month	
Algorithm Development	-	-	12 Years 0 Month	
Powerplay	-	2009	2 Years	
Microsoft Office	-	2009	9 Years	

**Projects**[Add project](#)

Stand out to employers by adding details about projects that you have done so far

**Profile summary**

Strategic AI Adoption GenAI Transformation Lead, AI Strategy Director Governance & Risk AI Ethics Officer, Responsible AI Governance Lead Industry Interface GenAI Business Integration Head (Chemicals/Pharma) Advisory GenAI Board Advisor, Institutional AI Consultant transformation to compress sales cycles by 90%. Strong command of BIS licensing, ESG governance, and regulatory compliance. Known for cross-functional leadership across SCM, Finance, Legal, and Marketing. Passionate about unlocking growth through innovation, stakeholder alignment, and audit-proof execution, Sealant, Adhesives, CASE, Oil & Gas

**Accomplishments**[Add](#)**Online profile**

Add link to online professional profiles (e.g. LinkedIn, etc.)

[Linkedin](#)<https://www.linkedin.com/in/leadershipexpertamit/>

Vashist K Amit Fellow CEng | Digital Transformation &amp; Industry 4.0 Expert | Chemical &amp; Manufacturing Sector Leader | Innovation, Technology &amp; Strategy Advisor, South Asia, International @BASF 3M DSM Avery | IICA | D&amp;I

**Work sample**[Add](#)

Link relevant work samples (e.g. Github, Behance)

My USP:

<https://www.linkedin.com/in/leadershipexpertamit/>

Duration: -

My USP: Action-oriented leader known for unlocking efficiency—cutting project cycles from 6 months to 1. Grounded in execution, not theory. Industry-agnostic with deep expertise across chemicals, automotive, and universal sectors. Strong command over P&amp;L, finance, supply chain, and digital transformation. Proven in streamlining operations, launching greenfield ventures, and embedding scalable IT solutions.

**White paper / Research publication / Journal entry**[Add](#)

Add links to your online publications

Various Post & Articles <https://www.linkedin.com/in/leadershipexpertamit/recent-activity/all/>

Published on: -

**Presentation**

Add links to your online presentations (e.g. Slide-share presentation links etc.)

[Add](#)**Patent**

Add details of patents you have filed

[Add](#)**Certification**

Add details of certifications you have completed

[Add](#)D.Pharmacy 

Delhi Govt.

Valid from Jan '02



Validity: Not mentioned

**Career profile** 

Current industry

Chemicals

Department

Sales &amp; Business Development

Role category

BD / Pre Sales

Job role

Head - BD / Pre Sales

Desired job type

permanent

Desired employment type

Full Time

Preferred shift

Day

Preferred work location

Ahmedabad, Mumbai, Navi Mumbai, Gurgaon/Gurugram, New Delhi

Expected salary

₹2,00,00,000

**Personal details** 

Personal

male, Married, [Add more info](#)

Work permit

Have US H1 Visa,  
India, Canada

Date of birth

01 Jan 1982

Address

vikhroli, mumbai, 400705

Category

General

**Languages**[Add languages](#)

Languages	Proficiency	Read	Write	Speak
English	Proficient	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Hindi	Proficient	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Japanese	Beginner	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

German

Beginner



New

**Diversity & inclusion**

Share details to attract recruiters who value people from different backgrounds

Disability status

**Have disability, Muscular Dystrophy, 40% disability, By birth**

Military experience

**Never served**

Career break

**Have not taken**

;

[About us](#)[Help center](#)[Privacy policy](#)[Careers](#)[Summons/Notices](#)[Terms & conditions](#)**Connect with us**[Employer home](#)[Grievances](#)[Fraud alert](#)[Sitemap](#)[Report issue](#)[Trust & safety](#)[Credits](#)**Apply on the go**

Get real-time job updates on our App



All trademarks are the property of their respective owners

All rights reserved © 2025 Info Edge (India) Ltd.

Our businesses

[revansathi.com](#)

Be found

