



Improvement FSSAI Regulatory

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Key Skills



Key Skills

- Production Planning & Control Productivity
- Internal Audit &
- Control Procurement
- SPMs & Automations
- Value Engineering-Benchmarking Quality
- Control/Assurance Logistics& SCM
- HRM & Team Building Product Costing Profitability

## Profile Summary

*Offering 12+ years of experience, working as a  
Manager-Operations, leading cross-functional teams in  
FMCG industry*

- **Dedicated leader with career long record of promotion, stakeholder satisfaction, team building and strategic insight**, poised for next level of success in Senior Management Role
- **Experience in directing the entire gamut of Manufacturing Operations** (*Production Planning, Quality Control, Packaging Development, Food Safety Management, Maintenance*) **with key focus on top-line and bottom-line profitability** by ensuring optimal utilization of resources
- **Growth Driver:** elicited loyalty in volatile situations; tackled insurmountable growth challenges for the plant with focus on accelerating plant performance and enhancing operational efficiency
- **Directed teams for successful production operations focused on achieving manufacturing excellence** in liaison with stakeholders, suppliers & customers
- **Effective in implementing change management through 3D approach:** Discussion, Decision and Delivery
- **Displayed paramount efforts in addressing cost issues head-on**, strengthening productivity and accelerating profit at challenged operations.
- **Extensive experience in leading product design and development of packaging** materials and ensuring compliance with stipulated quality standards.
- **A strategic planner leveraged skills in ensuring that appropriate strategies** are in place and are acted upon according to the priorities; resourceful in ensuring sufficient, human, financial, and technological resources are available to carry these

## Growth Path:

Currently engaged with **Kayempee Foods Pvt. Ltd.- Head Office – Hyderabad**. Since April' 19 as Sr. Manager Operations

April' 16 to April' 19 - **Patanjali Ayurved Limited –Corporate Office – Haridwar**  
As Manager Operations (*MIS & Technical Coordination*)

Sep '13 to April'16 - **Wipro CCELD - Food & Personal Care, Haridwar** – Sr. Executive (Operations)

May '12 to August'13- **AKUMS Drugs & Pharmaceuticals (P) Ltd.** as Quality Executive

Jan '08 to Oct '10 as a Production Officer in **Explicit Beverages (P) Limited (A unit of Parle Agro)**

## Academic Details

- Master of Science (Industrial Biotechnology) from H. N. B. G. University in 2012.
- Bachelor of Science (Industrial Biotechnology) from H. N. B. G. University in 2009.



## Work Experience

Presently engaged with **Kayempee Foods Pvt. Ltd.- Head Office – Hyderabad** as **Factory Manager (Biscuit and Snacks Division)**

## Roles & Responsibilities

- Manage the complete cycle from procurement to distribution, including all applicable procurement, production, safety, quality, materials management, planning and scheduling, dispatch and customer care activities, for specific co manufacturing facilities, supplying to the FFFPL system, that ensures best quality products, as per regulatory and specifications, at the optimal cost.
- Responsible for contributing to the profitability of the business by ensuring product costs are in line as per budget allocated.  
Lead the process from evaluation to business case preparation for strategic initiatives emerging from the CEOs office for long term business growth.
- To manage procurement process at all the manufacturing units. Ensuring timely procurement of all RM/PM.  
Managing pricing and costing of the RM/PM.
- Ensuring quality standards of the procured materials and as per company specifications.  
Developing in house competencies to check all RM/PM as per the standards.
- Managing supplies as required through SAP, providing direction to supply chain and procurement as needed to ensure continuing operation.
- Sourcing of fresh products for canning. Taking care of the frozen business as per the export customer requirement.  
Ensure 100% achievement on revenue and profitability targets for all manufactured products as per budget.
- Work closely with finance & supply chain to ensure competitive buying of all inputs for assigned operations.  
Benchmark pricing for toll manufactured products & bought out products with the market & drive negotiations with suppliers for competitive pricing.
- Drive negotiations on co-packer conversion costs to drive savings. Identify alternative supplier options/process improvements for cost improvements
- Maintain and review MIS on costs to ensure numbers are on plan & identify areas for improvement on costs  
**Customer**
- Ensure 100% assured supply of all products from toll units in line with aligned AOP plan.  
Ensure product quality in accordance with the sensory & technical specifications & product quality complaints at near to zero levels
- Work closely with Demand planning team & develop planning & scheduling plans at all units to ensure On Time In Full supplies.
- Develop Material Requirement Plans for all toll units & work closely with Supply Chain to ensure uninterrupted supply of inputs required for on time production.
- Coordinate to food being manufactured at the co manufacturing units and works closely with NPD & quality to

identify opportunities to improve quality of food.

- Develop manufacturing SOPs for the co manufacturing facility that ensures product consistency and quality in line with specifications
- Ensure stringent GMP across all co manufacturing locations to ensure highest levels of food safety & hygiene.
- Consistently review & ensure all statutory compliances in place as prescribed for BRC operations.  
Ensure facility & people readiness for all statutory & customer audits.
- Overall responsibility for ensuring compliance to agreements in place with the co manufacturing units.  
Processes & Long term strategy. Ensure processes & systems in place at all co manufacturing units
- Work on long term planning & strategy in line with business growth expectations
- Review of KPIs & monthly targets of all manufacturing units to ensure delivery on service & cost targets.
- Guide team to ensure optimal allocation of resources personnel & equipment that will help drive contribution.
- Responsible for capacity planning, resource planning & management for future projections.
- Develop & implement MIS & reporting tools to monitor progress, system of internal audits on GMP, food safety & hygiene, safety that ensures 100% compliance with the prevailing food laws & ensures competitive advantage to BRC.

### **Patanjali Ayurved Limited, Corporate Office, Haridwar**

*(WHOGMP & WHOGLP, ISO 14001, ISO 18001, ISO 9001, FSSAI, HALAL and USFDA Approved world's largest Food & Herbal park top ranked in CII with most trusted brand in the country.)*

#### **Key Result Areas:**

- Formulated long-term/short-term strategic plans to enhance operations; conceptualized & implemented strict measures in operating procedures to optimize resource utilization
- Monitored production activities involving resource planning, in-process inspection and coordination with internal / external departments for timely delivery of finished products
- Conducted validation, stability studies, quality audits, facility up gradation to meet the requirements of regulated market
- Supervised:
  - Overall planning, organization and management of all aspects of projects & maintenance operations, including general administration, budgeting, planning and policy development
  - Production related tasks including planning, control and troubleshooting; set-up production targets and achieved the same within time and cost parameters
- Developed new process concepts for production optimization, yield improvement and guidelines for sequencing of manufacturing activities
- Directed day-to-day production & manufacturing operations, quality & projects through effective utilization of man, machine, method & materials
- Implemented procedures for executed modifications in packaging to reduce costs solve market complaint and add value to accomplish market requirements
- Designed and developed systems and procedures to implement purchasing, production scheduling, inventory control which assured availability of parts, materials and transportation in accordance with Just-in-Time delivery schedules, while maintaining minimum inventory
- Structured & implemented stage-by-stage Quality Monitoring System through latest technology trends to ensure adherence to technical specifications and benchmark the quality standards
- Ensured that preventive maintenance are appropriately scheduled & accomplished and emergency troubleshooting & maintenance support are readily available
- Implemented systems, & procedures for facilitating smooth functioning of overall operations & enhancing operational efficiency; set-up quality & maintenance standards, ensured optimum utilization & deployment of available resources to achieve organizational objectives
- Steered efforts in initiating age track of monthly non-moving FG Inventory & achieved from Rs 73 Lakhs to 11.3 Lakhs @ Saving 60 Lakhs inventory from expiring and established cut-off protocol of 2months
- Initiated and implemented CAPEX approval system for faster and result-oriented decision through cost benefit analysis/ROI
- Successfully closed 3 repeated market complaints
- Initiated and implemented rework re-usage and saved approx. 2 lakhs per month
- Initiated to revalidate all the packaging declarations to comply with all latest FSSAI rules
- Identified short-shelf life products against declared shelf-life & initiated to improve the same
- **Drove exceptional results and navigated the business by:**
  - Improving **plant average product yield and material recovery from 88% to 95%**
  - Initiating & implementing weekly factory performance review and control
  - Achieving cost **savings of Rs 1.5 Crores** through Value Engineering, Supplier Development, Recipe Modifications
  - Increasing **Average Annual Volume from 4200 MT to 6000MT**
- **Achieved:**
  - Annual **cost savings of around RS 7.34 Crs** by optimizing & implementing the warehousing solutions

- Budgetary control targets for plant Overheads within 3 months of setting targets
- Implemented CVP (Cost-Volume-Profit) to prioritize the SKU and maximize the profitability
- **Steered efforts in improving:**
  - **Deposited Candy Production Efficiency by 150%**
  - Bubble gum wrapping machine (Bottleneck) **production efficiency by 28%**
  - Market demand fulfillment from **average 75% to 98%** in one unit and from **70% to 85%** in other unit
- Conceived & established pilot plant for Sugar Confectionery Product Development
- Established SPMs for:
  - Amla Murabba Line
  - Pickle Filling Line
  - Deseeding and Sorting assembly for Amla Murabba Processing.
  - Chayvanprash Manufacturing and packing line automation.
  - Capping Assembly for many products like Somya liquid Detergent, Honey, Jam, etc.
  - Waste management.



## Previous Experience

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### 2013 - 2016 with Wipro Ltd. Haridwar Sr. Executive (Operations)

#### Recognized for leadership excellence by:

- Planned a good material inflow and outflow from the shop floor.
- IMS certification for our Haridwar unit – representative from Production and also certified for internal auditor.
- Planned systematic changeovers on both lines to get the better productivity in a constraint frame of time.
- Certified as a fire fighter and life saver.
- 5 “S” Zone leader of biggest zone “**GAURAV**” – PCP Plant
- Improved line productivity by given various sessions to workmen's for improving our productivity level at the top.
- Lead the following things in the system(safety committee, Integrated Management system, planning of production and variance tracking)
- Good confidence to proof my systems are better and best
- Recently I have been appointed as a team leader in a new established committee called FOOD SAFETY COMMITTEE
- Started good communication system like Work flow & Process improvement, shift factor and tracking of production
- Achieving production yield and **recovery up to 97%.**
- Achieving on time market demand **fulfillment up to 98%.**
- Reducing finished goods quality **defect rate from 4.5% to 1.0%**
- Establishing & managing Product Development, Production, Process, Quality & Food Safety, Recovery , Maintenance
- Successfully managed **Machines/Equipment Layout & Installation, Production, Process, Quality & Food Safety.**

#### Production Management / Procurement

- Overseeing production related tasks including Planning, Procurement, Assembly, and Control for various equipments and machineries.
- Preparing SOPs, operating procedures and work instructions; inventory management.
- Identifying and developing potential vendors / suppliers for achieving cost effective purchases of raw materials; achieving reduction in prices and timely delivery.
- Formulating & implementing strategies for purchase of materials with requirements.
- Coordinating with the production as well as customer service.

#### Process Improvement/ Cost Reductions

- Analyzing various processes/applications and recommending modifications & equipment calibrations to enhance operational efficiency.
- Maintaining as well as following 5s.
- Devising systems and process changes for qualitative improvements in productivity & reducing rejection rate.
- Conceptualizing & implementing strict measures in operating various procedures to optimize resource as well as capacity utilization.
- Working towards cycle time reduction, scrap reduction, set up and change over time reduction, process flow improvements as well as throughput time reduction and JIT.

## Project Management

- On Time In Full (OTIF) end to end delivery of Project Green Field by using design, develop, analyse and evaluate matrix.
- Gain the qualification all equipment during FAT and during commissioning.
- Deeply analyse the frame work to meet the costing of projects.
- Prepared Responsibility Assignment Matrix to full fill the Human Resource management.
- Project & product scoping.(After completion my first project, recognize that this part is equally important and in further projects I always try to full fill this gap).
- Requirements Traceability Matrix (CAPEX Demand Validation)

## Resource Management

- Monitoring daily production & consumption of inventory, coordinating with material section for raw material planning based on consumption and overall logistics planning.
- Managing industrial relation and delegating work schedules for smooth functioning of operations & leading people working at all level in an organization.
- Developing, managing and monitoring the performance of multi-skilled work force and conceptualizing need-based training programs for enhancing productivity and quality.
- Maintaining cordial management-employee relations; attending issues at work place.

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### 2012 to 2013 with AKUMS Drugs & Pharmaceuticals (P) Ltd. Executive AMV & Stability

#### Highlights:

- In process inspections of all the respective plants.
- Providing training to workman on chemical analysis and handling of instruments in Lab.
- To ensure sanitization, CIP and fumigation on the shop floor.
- Responsible for making SOPs/STPs as and when requires as per product.
- Preparation of monthly reports, stocks, PC closing and presentations.
- To ensure adherence to EHS guidelines.
- To ensure compliance to all statutory norms.
- Conducting benchmarking and competition analysis exercise with market affairs.
- To ensure that the team remains committed towards continues improvement by allowing new ideas/thoughts to be explored.
- Instrumentation: GC , IR, HPLC (Waters & Agilent), DR, DT, UV Spectrophotometer, etc.
- Analytical Method Validation, Stability, Market Affairs, Bench marking & compliances & Quality circle.
- Documentation, LIMS, GMP, Hygiene, , 7 QC Tools, EHS, MSDS, HIRA, IPQA & IPQC.

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### 2008 to 2010 as a Production Officer in Explicit Beverages (P) Limited Production Officer (A unit of Parle Agro)

#### Highlights:

- Planning out man management in the RTS plant (three line handling)at Alfa Laval and Tetra Pack (Both Slim pack and Base Pack).
- Overseeing the Safety functions as well as assignments pertaining to 5-S, Kaizen in the plant; handling the production entry in SAP system.
- Executing the Time Analysis and implementing automation systems in machines/ plants for improving Line outputs/ Plant output/ Yields & Revenue.
- Functioned as a sub coordinator for the TPM implementation (support to Promotion committee, education & training cell, Jishu Hozen pillar for implementation of TPM activities).
- Worked towards scheduling & planning predictive, preventive as well as breakdown maintenance through check list/ why-why analysis under **TPM**.
- The objective of this metric is to monitor the contribution of maintenance material costs to unit of production. This value can then be compared to industry benchmarks and analysed for cost reduction opportunities.
- The cost of all maintenance, repair, and operating materials (MRO) used during the period. This includes stocked MRO inventory usage, outside purchased materials, supplies, consumables and the costs to repair spare components.

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## Trainings

- World Class Integrated Quality Systems
- HACCP System
- Internal Auditor
- Managerial Skills

### Certification

- Lean Six sigma – Wipro (Certified Green Belt)

### IT Skills

- MS(Windows/Office/Word/Excel/PowerPoint)
- Internet Applications
- SAP

### Personal Details

**DOB:** 7th August 1986 || **Languages Known:** English & Hindi  
**Address:** S – 304, Shivalik Nagar, BHEL, Ranipur, Haridwar - 249403