

Vineet Rai

Scaling new heights of success with hard work & dedication and leaving a mark of excellence on each step; targeting for senior level assignments as SBU Head with a leading organization of repute

|| STRATEGIC PLANNING || MANUFACTURING MANAGEMENT || QUALITY MANAGEMENT

SENIOR MANAGEMENT PROFESSIONAL: CHIEF OPERATING OFFICER / SBU Head



Mobile: +91 8058111222

E-Mail: vineet.raihotmail.com



Core Competencies

Capacity Building, Productivity & efficiency improvement

Project Management (Green field and Brown field), technology transfer and new technology acquisition.

Industry: Non-Ferrous Metal & Metallurgy, Recycling, Auto & Allied sectors, Machining, precision Engg works, Interior & Hard goods (FMCD)

Product: Hot and Cold Rolled, Extrusion, fabrication, textiles, CONFORM, CONCAST, Die Casting and interior (architectural & decorative)

Strategic business planning, OPEX and CAPEX planning, risk analysis, target setting - review and control

Marketing strategy and customer centric operations management.

Multilocation Plant Operations

Financial Management, P&L, OPEX & CAPEX planning review and control

Team Building & Leadership, PMS, MBO and Union management

IT Skills

- MS - office, MS - Project, Lotus R5
- ERP - (Oracle 9i, MAXIMO, SAP B1 9.1)



Career Timeline

HINDALCO (Renukoot) as Section Head- Cast Houses (Rolled, extrusion & CONFORM and CONCAST (Operation, Planning, MIS & BE.)

Oct'96-Nov'06

Nov'06-May'10

July'10-Apr'12

May'12-Feb'14

Aug 14 - Dec 18

Since June 19

Century Metal Recy / Century Alum as AGM (Works) / Profit center head (Tier 1 OEM)

GKD India Ltd / WMW Metal Fab Ltd, as GM (Works) / SBU Head & TPM Facilitator

Executive Officer (Business strategy) Manaksia Alum Co Ltd



Profile Summary

Sr. Management professional, Offering 24 years of experience (Techno commercial) in Manufacturing & Operations management with multi product lines in metal and engineering sectors, new technology transfer and acquisition, strategic framework for business operation, bottom-line efficiency, Increased productivity, assets capacity and flexibility while minimizing NVA and costs.

A business process strategist having outstanding track record to enhance QCDIPMS graph, best utilization of resources (3M) and OEE Improvement.

Showcased outstanding performance in to reducing inventory ice burg up to 37%, cost reduction to reduce breakeven level by 29%, increased and maintained OTIF level up to 97% while reducing average pendency from 39 to 7 days in complex supply chain environment.

Commendable track record of manufacturing process analysis, identifying gaps, VA / VE, FMEA, SPC and steering continuous improvement projects for business excellence.

- Seasoned exposure on team building, inter departmental coordination, policy formulation, liaisoning with stock holders (external and internal), government and regulatory body.**

- Hands-on experience** in lean manufacturing deployment (TPM / WCM) and in-depth knowledge of quality management system (ISO 9000, TS 16949, OHSAS 18000 and SA 8000), global standards (JIS, DIN, BS, EN and AA) applicable in metal engineering.

An enterprising leader, technical, commercial and administrative acumen with proven decision-making/problem-solving, organizational, consultative and collaboration skills; possess excellent capability of recognizing opportunities that translate to bottom line.



Education

- Master of Science in Manufacturing Management from BITS, Pilani
- Bachelor of Science in (Engg & Tech) from BITS, Pilani
- Diploma (Mech Engg) from UPBTE Nainital

Professional Affiliations

- Chartered Engineer and Member - Institute of Engineers (India)



Soft Skills



Communicator



Collaborator



Thinker



Innovator



Intuitive

Certifications (Professional Development)

- Internal auditor for ISO/TS 16949, ISO 9001, 14000 and 18000 and SA 8000
- Qualified assessor and facilitator of WCM from corporate business excellence cell (Aditya Birla Group)
- Attended:
 - 5 days full time Certified TPM facilitator program from CII and TPM Club of India
 - Lean Design Certification Program from "Huthwaite Innovation Institute" Michigan

Workshops

- Attended 3 days' workshop on Metallurgy for Non-Metallurgist



Work Experience

June 19 -Present with Manaksia Aluminium Co Ltd, Kolkata as Executive Officer (Business Strategy) – Reporting to Board / MD
www.manaksiaaluminium.com

Plant & Technology: Capacity 36 K MT- rolled, extrusion & alloy ingot - equipped with two 4 Hi R/ Mill, Caster, Extrusion, finishing line and aux.
Role: Business Strategy Head – (Supply Chain, New Product development, OPEX and CAPEX, Project & Engg, Purchase and Procurement).

- New Project planning, budgeting, scheduling, execution and control.
- Approval of monthly production planning and scheduling, resource planning and ATP capacity for future orders allocations.
- New vendor development, supplier assessment and approval of ACP and VMI indices to enhance supply chain efficiency.
- Approval and review of Capex and Opex planning, monthly / quarterly P&L of the SBU, inventory / WIP management and control.
- Executing activities and submission of MIS related to:
 1. Sales and Operational Planning
 2. New product strategy
 3. Cost Optimization and manufacturing process efficiency
 4. New development, challenges, business risk and mitigations
- New technology finalization and approval
- Managing entire gamut of supply chain management (sourcing to delivery) and ensuring social and ethical compliance
- Administering MBO deployment, KRA, annual goal settings of functional heads, period review of performance, reward and recognition.
- Heading and participating period meetings (internal and external)
- Corporate governance, Marketing strategy and business planning.
- Strategic planning and supports in accordance with organization mission.

Aug 14- Dec 18 with Stone Age Ltd (EOU) & ORVI Innovative surfaces (SEZ), Jaipur as COO(India) – Reporting to Exe. Chairman at UK

Primary Role: Business Head (India) with Complete P&L responsibility of two SBU having four state of art manufacturing facility.

Key Highlights and achievements: www.orvi.com www.stoneage.co.in

- **Spearheaded activities like new plant technology finalization, transfer of technology, commissioning and upgradation**
- Finalization of domestic marketing strategy and business plan (blue print to sales and operational budgeting)
- Reduced the RM cost and direct manufacturing cost which helps to enhance Gross Profit by 10%
- Enhanced bottom line efficiency through restricting and finalizing P&B
- OTIF level maintained ≥ 95%, customer satisfaction level enhances by 7%
- **Established operations of ORVI SEZ (state of art machining shop and surface coating technology from Axolotl (Australia).**
- Introducing MBO, goal setting and KRA for short term and long term
- Inventory Ice burg reduce by 40% and WIP standardize to enhance cash flow.

May'12 - Feb'14 with GKD India Ltd / WMW Metal Fabrics Ltd, Jaipur as GM (Works) and TPM Facilitator – Reporting to CEO

Primary Role: Business Head (filtration) with Complete P&L responsibility of state of art integrated metal textiles facility at Jaipur (Raj)

Key Highlights and achievements: <https://www.gkd-group.com/in-en/about-gkd-india/>, <https://www.wmwindia.com>

- Reframed strategic business plan and achieve 20% market growth
- Strategic initiative taken for sourcing of raw material and new vendor development to reduce direct expenses by 7%
- Spearheaded electromechanical automation to improve OEE from 72.3% to 96.36%
- Reviewed entire process and administered standardization which included metallurgical changes in raw material
- Introduced and established advance seaming technology (GMIG) to reduce COP by 13%
- WIP 30% through EOQ modeling and improving entire supply chain system which resulted in reducing direct manufacturing cost
- Inventory level by 40% and 60% in operational and maintenance consumable, customer complaint from 2.68% to 0.48%
- Headed ERP establishment activity on SAP module which included finalization of BOM, Routing, Quality master and wastage norms

July'10-Apr'12 with Harit Polytech (P) Ltd., Jaipur as GM (Works) and MR

Plant & Technology: Capacity 30000 MT wire rod & 10000 MT Alloy Ingot equipped with Foundry & Cont Cast, rolling mill and ingot casting.

Primary Role: Business Head (Jaipur) with Complete P&L responsibility of Jaipur unit.

Key Highlights and achievements:

- Spearheaded commissioning of AACR (thermally precipitated Aluminium rod of 7.6 mm (AA 6201 – T4) – in line heat treatment through induction heating) and alloy ingot manufacturing facility for OEM's (Brown field expansion)
- **Strategy framed to sourcing and import low value raw material helps to enhance value addition by 20% in TPR.**
- New product development, and customization which resulted 250% growth in the span of two year.
- Performed PM (TBM and CBM) and shutdown planning, scheduling and execution for entire plant
- Contributed in reducing plant inventory by 27% thus hided ice berg which leads defects
- Played a key role in reducing repair & maintenance cost by 24% & cost of consumable by 16%
- Executed finalization of annual P&B, target setting and road map for sales and operational planning
- Managed quality and process control management system in adherence to tier 1 OEM (ISO / TS 16949, FMEA, SPC, PPAP and QC tools),.

Nov'06-Feb 09 and May 09 - May'10 with Century Metal Recycling & Century NF Casting, (Faridabad & Haridwar) as AGM (Works) & MR

Plant & Technology: biggest recycling foundry in India, 120000 MT, equipped with word best foundry / Aluminium recycling technology.

Primary Role: Plant Head and Works Manager (Faridabad / Haridwar) and Process Head (Palwal)

Key Highlights and achievements: www.cmr.co.in

- Managed entire process control system in accordance with the requirement of tier 1 OEM (ISO / TS 16949, FMEA, SPC, PPAP and QC tools) in green field project (Faridabad), headed business excellence cell and process control division of the plant.
- **Headed operations of India's first green field project to supply liquid metal supply project in Haridwar. Major achievements are as:**
 1. Complete process mapping and business process engineering to design flow of process and operations system
 2. Finalization of technology and equipment for new plant
 3. Organization design, manpower planning includes their career growth plan (grading and wages system / incentive system).
 4. Campus selection and recruitment process.
 5. Commercial production started within 3 months with 95% fresh team.
- Increased average production by 41% by line balancing of plant operation (Old Unit)

Oct'96-Nov'06 with Hindalco Ind. Ltd., Renukoot as Sr Engineer – Cast Houses (Rolled, Extrusion, Properzi & Primary) – Reporting to VP

Plant & Technology: Capacity 360000 MT, equipped with word best wrought product technology

Primary Role: Section Head (Operations, Planning, MIS and Business Excellence) / Corporate planner (Metal Navigation)

Key Highlights and achievements: www.hindalco.com

- Commissioning, establishment and operations of Cast House (Brown field expansion with state of art technology from Wagstaff (USA), Aluminium Pechieny, Properzi SPA (Italy) and Brochot (France) for Rolled products, Extrusion, Wire rod and Primary Ingots.
- Successfully developed and supplied aerospace alloys (2xxx and 7xxx) to Vikram Sarabhai Space Center (Govt of India). - First time in India
- Managed operations of:
 - 1: 84000 MT Rolled products in alloy grade of 1xxx to 7xxx series and up to 0.08 mm gauge thickness having hardness range of H8 – H32 for fin stock, foil stock, closure stock, circles, lamp cap, lithographic application, clad products (3xxx and 4xxx series) for various Engg application.
 - 2: 2200 MT Extrusion Products in alloy grade of 1xxx, 2xxx, 4xxx and 6xxx series in temper grade of T4, T6 and T8 for aerospace, electrical and general engineering application, 150 MT of CONFORM products in grade of AA 1050 and AA6201 in O and F temper for refrigeration and air conditioning application.
 - 3: CONCAST EC grade (AA 1070, 61.3% IACS) and AA 6201 (F Temper- 49% IACS) wire rod in 9.6 mm diameter for conductor application.
- Supply chain and product mix planning through Marshman "Thru Put" system to rolled and extrusion division.
- Established business excellence system like WCM / ISO 9000, ISO 14000 / OHSAS 18000
- Played a key role in Capex proposal in process automation for ingot casting line (robotic transfer machine system), slab cutting machine, change in BLC firing cycle, fuel switchover projects of REGEN Burners and others productivity improvement projects.
- Promoted and established all pillars of lean manufacturing practices (TPM and WCM), QC, Poke - Yoke, Kaizen and small group activities at gross route level as Area Coordinator for WCM
- As a primary planner and metal navigation controller, achieved ever lowest WIP in 2005-06.

Personal Details

Date of Birth: 1st July 1974 || **Languages Known:** Hindi, English||

Permanent Address: 211A, Kanak Vihar, Ajmer Road Jaipur (Raj) ||