



AJIT KUMAR JHA

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A goal-oriented professional with a strong record of contributions in streamlining operations and production processes targeting top level assignments as the **Head of Plant Operations** with an organization of repute

Location Preference: PAN India



Profile Summary

- ⚙ **Achievement-driven Business Leader** with **over 25 years** of excellent track record in managing complete operations for business & producing **consistent top-line & bottom-line growth**
- ⚙ Track record in delivering **competitive advantage** by enhancing operational effectiveness of business units, maximizing profits, and minimizing costs
- ⚙ **Key strategist & implementer** with thorough regulatory and policy grounding coupled with strong experience in driving operational excellence using the process improvement, operations management and innovation
- ⚙ Excellence in **liaising & coordinating with govt. authorities**, national & international policy makers, opinion makers & other stakeholders to ascertain policy & regulatory impediments and developing & evaluating options relating to policy reforms
- ⚙ Led implementation of pressure directive (**ASME, API, and PED**), **ISO-9001, EHS, OHSAS, Kaizen, 5S, JQI** and quality improvements initiatives
- ⚙ Successfully led & managed **process excellence and transformation initiatives** which provided client & business, benefits like increased capacity, reduced cost, reduced ops risk and improved quality of service
- ⚙ Excellence in **setting strategic goals**, providing consultancy, making decisions, and enabling smooth day-to-day business activities
- ⚙ **Forward-focused leader** with proven skills in devising organization values & vision in compliance with external regulations, performance standards, internal policies & procedures to deliver organizational goals
- ⚙ Significantly **contributed towards** the average revenue generation of 4-5 M AED and implemented lean manufacturing for assembly, automation and electronic areas for **Lin Scan India**
- ⚙ Administered customer support area and approval of plant for the clients like **Chevron, Exxon, Shell, JGC, KBR, IOCL, HPCL, MRL, MRPL, BPCL, EIL, Reliance, Indian Navy** for **Larsen & Toubro Ltd., Hazira**
- ⚙ Successfully implemented **ERP-BaaN IV & TOC** for project and cost management



Career Timeline (Recent 3)

Bray

Chemtrols Industries Private Limited as Vice President-Operations

Lin Scan
A PIPECARE COMPANY

2012 - 2017

2018 - 2019

2019 - 2020

Bray Controls India as General Manager-Operations



Lin Scan India as Country Head-Operations



Key Skills

Plant Operations Management

Business Strategy Planning

Manufacturing Operations (Lean/TPM)

New Product Development / Productivity Enhancement

Process Identification & Improvements

Safety Management

Predictive & Preventive Maintenance

Internal Controls & Audit

Leadership and Team Management



IT Skills

- ⚙ MS Windows, TOC, ERP



Education

- ⚙ **2007:** EMBA from S P Jain Institute, Mumbai
- ⚙ **1995:** Bachelor of Engineering in Mechanical Engineering from National Institute of Technology, Surat



Training

- ⚙ **2015:** 7 habits- Bray Controls, India
- ⚙ **1999:** JQI- Juran on Quality Improvement, TOC- L&T Hazira works; 2006-Theory of Constraints-Concerto
- ⚙ **1998:** Enterprise resource planning (ERP)- L&T Hazira Works
- ⚙ Visit of Top Manufacturing Units in Germany
- ⚙ Design of Pressure Vessels and Equipment
- ⚙ NDT Level-2 Certification



Certifications

- ⚙ Certified JQI Team Leader at L&T for Reduction of Non-value added Activities
- ⚙ Certified Lead Auditor for ISO/ NDT Level 2, and so on



Work Experience

Jan'20 – Jun'20: Lin Scan India, (Delhi) as Country Head- Operations

Key Result Areas:

- Administered ILI inspection & field operation of Oil & Gas Pipelines with latest technology like MFL, UT, MBCT for refineries
- Managing **full business responsibility** (including, Sales, Marketing, Branding, After-sales Service) for entire Indian Market
- Heading **top-line & bottom-line revenue growth** and managing total annual turnover of **USD 15 Million**, supported by a team of **180 members**
- Driving **business growth** in terms of value, volume and market share by introducing new marketing ideas & concepts at national level
- Contributing to **strategic inputs** on investments to be made to produce "**sustainable**" revenue growth
- Proactively **identifying changes** in market demand and modifying strategies for expansion of market share & achievement of revenue targets
- Analyzing **financial results, identifying business risks & implementing mechanisms** to mitigate the same
- Deployed **manpower, machines and material resources** to generate optimum operational efficiency and utilization; managed complete plant operations including production, maintenance, supply chain, safety and quality
- Led a team of **16 Direct Reportees and 174 Indirect Reportees** including Engineers and Technicians; reviewed & monitored production output with assurance of compliance to quality control norms
- Planned & controlled the **receiving & storing of inventory**; spearheaded **complete inventory & spares management** functions including to ensure timely availability of resources
- Tracked complete **procedures & schedules of preventive, predictive & breakdown maintenance**; planned and implemented predictive, preventive, shutdown maintenance schedules for machinery to improve machine uptime and equipment reliability
- Instigated measures to **reduce technical downtime in bottleneck machines**; controlled spares & maintenance cost
- Implemented various **corrective/improvement methodologies** to improve equipment effectiveness
- Planned & tracked Shutdown Maintenance** functions; reviewed complete operations & maintenance activities for the plant on monthly basis; ensured timely availability of equipment with focus on optimal utilization of resources, equipment & machinery; tracked Mean Time to Repair, Mean Time Between Failure and Operating Hours to devise action plans to improve the same
- Organized and conducted site meetings **to improve coordination, reallocate resources** such as machinery, material & manpower and **prioritize critical action plan**
- Directed **operations** for the development & implementation of **standard operating procedures**, enhanced service quality and implemented corporate standards & best practices

Feb'18 – Dec'19: Chemtrols Industries Private Limited, Pune & Goa as Vice President-Operations

Significant Highlights:

- On-boarded over 30 new key valued customers with over INR 25 Crores annual business potential with the help of new product mix
- Successfully developed critical valves product lines for TMBV (2"-40"), BFV (2"-24"), Check valves and pneumatic actuators
- Introduced the new product line has potential to contribute 30-40% over current revenue
- Increased profitability by 20% by enhancing contract manufacturing and better negotiation with suppliers

Oct'12 – Dec'17: Bray Controls India, Vadodara, Gujarat as General Manager-Operations

Significant Highlights:

- Helped in generating a turnover of:
 - INR 30 Crores in a short period of 3-4 months' after start-up of plant operations in 1st year
 - INR 160 Cr. (booking) and 135 Cr. (shipment) in 5th year
- On-boarded over 100 key customers in the total tenure of 5 years through focused and strategic sales and marketing
- Introduced various new products and generated INR 45 Crores additional annual revenue for the organization
- Maintained On-time delivery of projects above 85-90% which helped to secure repetitive customer orders



Previous Experience

Dec'09 – Sep'12: ISGEC Heavy Industries Limited, Dahej as Deputy General Manager- Manufacturing

Significant Highlights:

- Successfully managed a team of around 450 members (Staff Members, Operators & Contractors) to undertake complex projects for manufacturing and facilitate them to execute effectively from plant till customer end point; augmented sales from **INR 45 to 180 Cr.**

Nov’07 – Nov’09: Shinsei Pvt. Ltd., Pune as Head Project Delivery and Operation

Significant Highlights:

- ⚙ Played a pivotal role to slash operational expenses by INR 240 Crores / annum

Jul’95 – Oct’07: Larsen & Toubro Ltd., Hazira as Head – Manufacturing

Significant Highlights:

- ⚙ Administered the critical turnkey projects having 300 tons-1000 tons with exotic materials and latest manufacturing technology
- ⚙ Assured safe delivery of 21 projects to customer (Sea Transportation) right from conceptualization, planning, transportation, arrangement and execution at various stages
- ⚙ Led yard operation with team size above 360 and delivered projects within 70% of budgeted cost and 60% of lead time



Personal Details

Date of Birth: 31st December 1971 | **Languages Known:** English, Hindi, and Gujarati | **Passport No.:** K9391924 valid till 19-02-2023 | **Address:** Flat-405, Oasis Residency, Sama Savli Road Vadodara, 390022, Gujrat, India