

Senior executive, strategist and leader having more than 28 years of experience in the manufacturing industry. I have garnered extensive exposure across a gamut of areas including Plant Operations, Maintenance, Energy Trading , Renewable Energy , Improvement Project Management , Safety and Quality. An active learner and driver of industry 4 digital transformation. Cross functional knowledge of IT and business has been key strength for successful implementation of data science and IOT projects.

EXECUTIVE BENCHMARK PERFORMANCES & HIGHLIGHTS

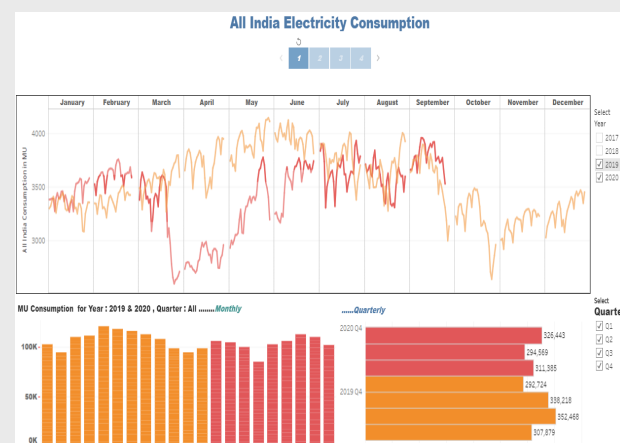
Spearheaded **operations** for the achievement of Safety and Operations Target, Reliable plant operation, uninterrupted customer supply, reduce cost and loss, generate synergy savings and budget preparation for production, maintenance, capital expenditures and overheads

Experienced hand in **Reliability Engineering** practices and advanced condition monitoring tools of **Maintenance** , having vision of establishing very low cost Virtual Electrical Centre for running Predictive Analytics tools by pooling micro level electrical data from IOT Devices installed across sites

Strong driver of Data Science for Mass having direct working knowledge in platforms like Python, RapidMiner, KNIME, SharePoint, Tableau for Machine Learning Models, Visualisation , Exploratory Data analytics and other Artificial Intelligence tools. Strength lies in applying concepts in day-to-day work in a way everybody understands.

Trusted leadership team member & efficient cross functional collaborator offering skilled energy/power industry perspective, & ability to preserve growth focus, mitigate risk, and shift direction

Live Project : PAN India electricity consumption is good indicator to track revival of economy and benchmark business performance



Interactive Public View :

<https://public.tableau.com/profile/ amit.paul1059#!/vizhome/IndiaMU/SummaryStory?publish=yes>

Focused Roles –Director Operations , Vice-President Operation, Head Operations , Engineering

TECHNO-COMMERCIAL OPERATIONS □ MAINTENANCE & ENERGY PROCUREMENT □ BUSINESS EXPANSION & GROWTH

CORE COMPETENCIES

Executive Leadership & Management

- Team Leadership & Supervision
- Growth & Expansion Planning
- Budget Management / P&L
- Mentoring and Development
- Safety and Quality

Excellence Sphere

- Operations
- Maintenance
- Energy Trading
- Risk Assessment & Mitigation
- Digitalization

Interpersonal & Others

- C-suite Engagement/Presentation
- Client Relationship Management
- Strategic Negotiations
- Cross Functional Collaboration
- Effective Communications

EXECUTIVE LEADERSHIP CAREER & HIGHLIGHTS

Assistant Vice President | LINDE INDIA LIMITED – Jamshedpur, Rourkela, Kolkata | 2010 – 2020

India's largest air separation plant with 20+ production facilities and filling stations across the country, and 500-1000 staff

OPERATIONS REVIEW □ BUSINESS CASE DEVELOPMENT □ ENERGY PROCUREMENT & SUPPLY CONSULTING

Strategically elevated to the leadership position with an executive charter to **reduce plant operation cost** through optimisation of energy utilisation and procurement of ₹9B+ in energy spent in major plants of India, Bangladesh, and Sri Lanka

Strategic planning and enablement – Gained strong familiarity with culturally different approach towards plant Efficiency, Safety , reliability post strategic support for Operations output, resource allocation, benchmarking against BOP, budget , major accidents/incidents review, improvement projects and safety performance



IBM Data Science Specialization
IBM



Machine Learning with Python
Coursera



Data Visualization with Tableau Specialization
University of California, Davis



Blockchain Essentials
IBM

EXECUTIVE LEADERSHIP CAREER & HIGHLIGHTS CONTINUED...

Assistant Vice President | LINDE INDIA LIMITED – Kolkata | 2010 – 2020

Premier relationship builder with regulators, suppliers, contractors, clients, leadership, and cross functional teams

Navigate complexities of the new energy business segment, including policy and project management, while conducting strategic sourcing and selling energy concepts in industrial gases companies. Prior to Global Merger, remained responsible for strategic partnership and alliances, client relationship management, formulating go-to-market strategies, and managing risks. Represent organization at regulatory forums during crisis situations for policy intervention and resolutions.

- **Active cost manager** – remain commercially astute during administering request for proposals, quotations, and conducting cost analysis – continually monitor budgeted cost v/s actual
 - **Saved €6M in growth and performance savings;** firmly represent organizational benefits, and persuasively & influentially negotiate contracts for better cost benefits
- **Project management** – concept-to-execution leader of complex, enterprise-wide strategic energy sourcing initiatives
 - **Led Initiative** to change power supplier in Rourkela in the year 2016 resulting in **€1M / Year savings**
- **Root cause analysis** – proactively identified a critical error in the LINDE (Indonesia) and POSCO power pool agreement, gaining competitive edge in new contract negotiations
- **People development & collaboration** – coached, guided, and mentored teams on maintenance best practices in electrics

Strategic & prominent contribution include –

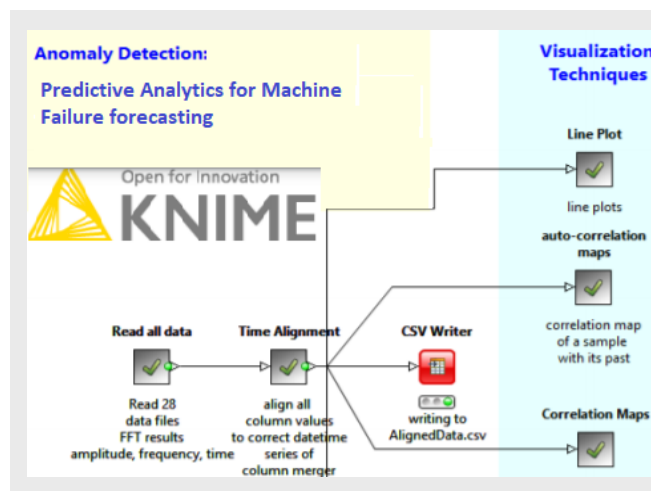
- Developed a python algorithm based on statistical tools for data mining of Historical operation data and recommender systems to improve plant efficiency.
- Participation in *Energy Exchange from Gujarat* saved €0.15M / Year, Open Access in Maharashtra Saved €3M
- Repeatedly Sorted major Issues which adversely impacted investment viability
 - Bangladesh ASU Plant Trip due coordination issues
 - Dahej frequent plant trip due to Voltage Dip
 - Successive equipment failure at Adhunik Metaliks due to low fault level issues

Operation Head | LINDE INDIA LIMITED – Rourkela | 2006 – 2010

REPORTING TO HEAD OF OPERATIONS | TEAM SIZE – 8 | ₹2B PLANT REVENUES | TRANSFORMATIONAL CHANGE MANAGEMENT

Earned progressive responsibilities and promotion to direct plant operations for ADHUNIK METALLICS site and SAIL Site contributing 50+% in direct profits. Deliver operational excellence to bring balance to people leadership, executive relationship management, business acumen, manufacturing knowledge, and project management to achieve business results.

- **Operations Management** : Developed and driven a robust operational framework, proactively identify, evaluate and implement improvement projects and introduce processes that will further optimize efficiency and reliability.
- **Performance management** – Implemented customized tools for performance monitoring of different plant configuration and setting performance benchmarking and set SMART targets. Define and track metrics for performance measurement and monitoring key triggers for early warning signal
- Other significant dimensions - **Project Management, Plant Operation, Cost Estimation and Reduction, Maintenance Management, Production Operations, Vendor Development, Quality Assurance, Safety Management, Man Management**



ADDITIONAL WORK HISTORY

Head Electrical Maintenance	BOC INDIA LIMITED	1997 – 2007
Instrumental Engineer	Consolidated Fibers and Chemicals Limited (Duncan Group Company)	1994 – 1997
Electrical Engineer	Indian Rayon and Industries Limited (Aditya Birla Group Company)	1991 – 1994

EDUCATION & CERTIFICATIONS

Diploma in Business Management | ICAFI | 2007

B. E - Electrical | Bengal Engineering and Science University | 1991

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