

**Mail:** anil\_panday@yahoo.com ,  
anil\_panday1975@rediffmail.com  
**Phone:** 9687600398

**Address:** A-305, Amrut Ark Apartment,  
Nr.Nutan School, Opp. Essar Petrol Pump,  
Sama, Vadodara - 390008

## CORE COMPETENCIES

- Plant Operation
- Project Planning & Execution
- Production Planning
- Lean / Operation Excellence
- Quality Standards Implementation
- Erection, & Commissioning
- HSE Management
- Cost Control
- Greenfield Project Management
- New Product Development
- Material Management/Inventory Control
- Optimal Resource Utilization
- Downstream Oil & Gas
- Vendor Development /Subcontract
- Manpower Management
- ISO Documentation

## EDUCATION

- B.E in Industrial Engineering from Saurashtra University in 1997
- MBA in Operations Management from Symbiosis Distance Learning , Pune in 2013
- Six Sigma – Black Belt , Green Belt
- PMP certification from PMI
- PMI Membership ID :6142056
- NDT Level II – UT , DPT

## ANIL KUMAR PANDEY

### Senior Level Professional: Plant Operations/ Project Management / Production Planning

"An Enterprising leader & planner with a strong record of contributions in streamlining operations, invigorating businesses, heightening productivity"

## PROFILE SUMMARY

- **Certified Black Belt, PMP and Manufacturing operations professional of nearly 21 years of experience including 5 years as Plant Operations / Manufacturing Head with manpower of approx..700 and turnover of approx. INR 150 Cr.** that reflects pioneering experience & year-on-year success in **spearheading Plant Operations, Production Planning, Execution, Outsourcing, Supply Chain Management, SAP Implementation, Reporting & Documentation and Manpower Planning .**
- **P&L Handling of a business ( In India and ME) with revenue of USD 20 Mn. (INR140Cr.) .**
- **Production and Material planning as per the Forecasted billing of project yearly and quarterly ( Heat Exchangers , Columns, Reactors, Skids ,Process Heaters) .**
- **Planning of 900 Mt of fabrication and 6000 inch dia. Of piping .**
- **Handling of clients like IOCL , ONGC , GAIL , DUQM Refinery, RIL , EPC-Toyo , TR and TPI – EIL , SGS , TUV , Tata projects**
- **Outsourcing of approx.. 150 Cr. jobs ( Fabrication and CNC Machining ) based on capacity planning and value additions of jobs .**
- **Experience of working in MNC and cross country matrix organization with reporting in US , Belgium , France , ME , Asia Pacific .**
- **Exposure of Planning ERP system – SAP PP module , Microsoft Dynamics**
- **Proven Commercial Operations Skills in Managing Tendering, Costing, Project Management and account receivables in Manufacturing and Services industry catering to Oil and Gas & Power sector of Value INR 140 Cr. On yearly basis with aim to meet set Sales Target and improve profit margins with customer satisfaction within contract scope.**
- **Comprehensive experience in Steam Power Equipment, Process Equipment, Process Furnace / Reformer in Oil and Gas Sector including cross-country Pipeline - Hot tapping and Plugging**
- **DNV certified internal auditor for ISO-9001,14001 and OHSAS 18001**
- **Devising & implementing technical expertise TPM, TQM , Lean Six Sigma, 5S and Kaizen**
- **Proficiently administered PQCDSM- Productivity, Quality, Cost, Delivery, Safety, Morale) areas by creating a team based continual improvement culture for deployment of Operation Excellence initiatives**
- **Rich knowledge of managing international codes like ASME, API and National & International material specification. Facilitated business process of organization as per business excellence model of IQRS , MBNQA**

## KNOWLEDGE PURVIEW

- **Heavy Engineering Division:** Heat Exchanger (Fixed, Floating, U Type), Pressure Vessels, Reactors, Boilers – Steam and Mud Drum, CFBC type – Coils, Panels, Process Furnace Heaters, Skids
- **Project Planning , Costing & Process planning** – 660 MW steam turbine and Generator , LP,HP,IP Heaters, Oil and Gas pipelines, Process equipment
- **Shop Qualifications and Certifications ASME U and S stamp**
- **Materials :** LAS, CS, Cr.MoV jobs , SS , Duplex steels jobs , Forgings , Castings, Non-Ferrous
- **Cutting & Rolling Process:** CNC and Manual - Gas & Plasma Cutting, Water Jet Cutting, Hydraulic Rolling
- **Welding Process:** SAW, MIG, TIG, ESSC, Inner Bore Welding and Orbital Welding
- **Machine Building Division:** Wet Processing, Laminating, Coating Machines
- **Machining:** CNC Deep Hole Drilling, Turning on Double Column VTL, Milling and Turning on HBM like Pama, Skoda, Waco and Tooling
- **Capital Equipment Procurement:** CNC Deep Hole drilling , Haeusler rolling machine , CNC VTL

**Since Oct. 2020 Project Manager – Linscan Advance Pipeline and Tank Inspection Limited.**

- Handling a team of 3 project engineers to execute In line inspection ( MFL,Caliper,TFI) of Cross country pipeline and offshore pipeline of ONGC,IOCL,GAIL,GSPL,GGL .

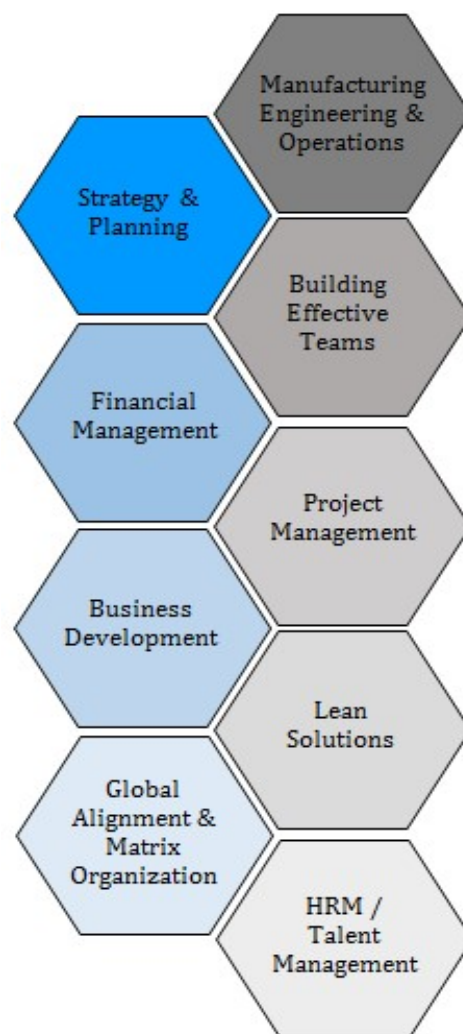
**Mar'19 to May 2020 Plant Head - Heurtey Petrochem Solutions Pvt. Ltd., Vadodara  
(A Part of Axens Solution) ( Director – Manufacturing Operations)**

**Key Result Areas:**

- Directing a team of 20 direct & 700 indirect contract employees
- Administering the Plant operations including Engineering, Quality, Planning, Production, Welding Engineering, Admin., Safety, Maintenance, Stores, Logistics and Procurement with COGS of approx. Euro 10 Mn.
- Compliance to statutory requirement of legal Factory Act and EHS .
- Administering execution of ETO orders of client-Toyo, IOCL, HMEL, TR Spain, DUQM Refinery, within contractual time, required quality and compliance to ASME Sec.VIII, IBR codes, API560
- Responsible for Capacity Planning both in terms of men and machine to meet forecasted revenue of INR 150 Cr. with target saving of 20% on budgeted cost.
- Implementing safety culture to assure zero TRIR and DART and compliance to mandatory regulations
- Subcontracting of machined and fabrication job both in-house and out-plant vendor with negotiations on cost and deployment of controls to check quality as per ITP.

**Highlights:**

- Led **improvement in on-time delivery** from 65% to over 80% by planning, monitoring and controlling the on-time delivery of materials at shops, enhancing the productivity of contractors by proper allocations of jobs , Deployment of Manpower and monetary incentives With strict Quality Assurance process.
- Achieving the COGS of INR 150 Cr. With margin of 15% in budgeted cost.
- Successfully:
  - Manufactured TEA Injection skid – Four floor, 16 mts. Height, 80 Ton weight with 23 systems of piping for HMEL refinery **first time manufactured in Heurtey Petrochem based on Axens technology** in record of 4.5 months with COGS of INR 40 Cr. and better margins of 25% against budgeted cost of 20%.
  - Successfully qualified the shop by Technicas Reunidas and DUQM Refinery – Oman for fabrication of Heaters to secure order of INR 10 Cr. For 5 Process heaters ( Convection and Radiant) of CDU/VDU/DHT package .
  - ASME Certification of shop – U and S stamp



**Nov'13 – Mar'19 T D Williamson India Pvt. Ltd., Vadodara**

**Growth Path /Deputation:**

Nov'13 – Jan'18 Head – Projects and Manufacturing & Planning .

Jan'18 - Mar'19 Head – Commercial Operations ( Internal Sales ,Projects , Project Outsourcing site Operations )

**Key Result Areas:**

**Hot Tapping Business.**

- Managed overall operations for executing projects, P&L of India and Middle East region by leading all inside sales, project management within cost & time parameters
- Directed a team of 3 Sales Managers of internal Sales Team, 3 Project Manager of Project Team, 20 members of Operations & 50 Manufacturing team and Site operation team of 80 indirect work force
- Monitored projects with respect to budgeted cost, demand forecasts, time over-runs to ensure the timely execution of projects
- Ensured that the works are carried out in accordance with technical specifications and contract documents; obtained mandatory sanctions and necessary approvals for the projects
- Planned and Liaison at lead and prospect stage
- Evaluated technical and commercial opportunities/tenders, preparing of proposal for supply and services for submission to customers especially all major PSUs – IOCL, GAIL, ONGC, HPCL, and RIL

- Submitted proposals to external Sales Team and providing basis for negotiation
- Planned predictive & preventive maintenance schedules for various equipment to increase machine up time & equipment reliability
- Analyzed the price and quantity variation statements, verified the documents and guiding the preparation of revised detailed project report; maintained the records of all communications with the clients and consultants

#### Highlights:

- Amplified service/product revenue from 16 Mn. USD to 20 Mn USD (114 cr. - 140 Cr.)
- Improved project margin from 25% - 45% and DSO from 120 days - 90 days
- Increased COPQ from 12% - 9% of sales through recovery of LDs and timely executions of projects
- Developed new vendors/contractors for reducing the cost of operations by 30%
- **Directed Lean Sigma improvement projects** yielding improvement in project execution cycle time by over 30 % in 2 years

### PREVIOUS EXPERIENCE

**Apr'12 – Nov'13                      Alstom Bharat Forge Power Ltd., Sanand, Ahmedabad as Head – Order Management & Manufacturing Engineering**

#### Highlights:

- Functioned as key member in selection of machinery & manpower for fabrication, assembly and machine shop in relocation of plant and technology transfer for establishing of INR 1400 Cr. Plant
- Established of process/methods and local vendor for fabrication LP Outer Casing, Stator Casing, Terminal Box and Hydrogen Cooler
- Developed Factory costing for 660 MW and 800 MW Turbines and Generators with Total cost approx. 140 Mn Euro.
- Steered localization of turbine (40%) and generator (20%) components along with supply chain in order to reduce the overall cost by 20%
- Played pivotal role as Lean Agent for training and implementation of Alstom customized Thermal Manufacturing System with focus on 5S, VSM, TPM and Statistical Process Control

**Jul'11 – Mar'12                      T D Williamsons India Limited, Vadodara as Head-Manufacturing , Production planning**

#### Highlights:

- Improved the COGS (Cost of Goods Sold) from 3.2 MN. USD to 5.5 MN. USD (21 Cr. - 38 Cr.) and inventory turn from 1.9 to 2.49 and OTD from 63% to 85%
- Reduced of CpDH Cost per delivered from \$128 - \$73
- Sponsored 4 Green Belt six sigma project resulting profit of INR over 10 Cr. In short span of 6 months

**Apr'09 – Jun'11                      ISGEC Heavy Engineering Division Yamunanagar as Sr. Manager – Industrial Engineering and Subcontracting**

#### Highlights:

- Mentored a team of 4 engineers/managers and managed a vendor/contractor list of base of 30 nos.
- **Production planning, BOM and Routing, Times study**
- Process development/Tooling/Manpower for Fabrication and Machining – Heat Exchangers, Pressure Vessels-Cladded , Boilers-Steam drum and Mud Drum , AFBC Boilers
- Improvement in cycle time of heat exchangers by **20% from 9 months to 7 months.**
- Reducing the cost of manufacturing by **25% by outsourcing.**
- Introducing Vacuum packing of electrodes – Electrical savings Rs. 40 lacs per annum.
- Development of dust free shop for nuclear jobs.

**Jun'05 – Mar'09 Larsen &Toubro-Heavy Engineering Division, Hazira as Assistant Manager - TQM Facilitation & Industrial Engineering**

#### Highlights:

- **Facilitated TQM Initiatives across L&T-HED**
- Enhanced the Tubesheet Drilling Process by 30%, ESSC process by 15%, through put of Rolling Machine from 4shells to 7 shells / shift through industrial engineering studies
- Implemented & sustained TPM initiative across plant with 52 machinery under TPM and improved OEE from 30% to 62%
- Facilitated six sigma initiatives across L&T – HED. Facilitated 10 Black Belt project and Executed 3 Black belt projects resulting of improvement of approx. 150 Mn. INR

**Oct'01 – Apr'05                      Kuester Calico Machinery Ltd, as Senior Industrial Engineer**

**Jan'98 - Jul'00                      Reliance Industries Ltd., as Industrial Engineer**

## PERSONAL DETAILS

**Date of Birth:** 24<sup>th</sup> September 1975 | **Languages Known:** English, Hindi and Gujarati