

## Dr. Suresh T Salunke

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### **PROFESSIONAL SYNOPSIS [Director No DIN 0008967993]**

#### ■ Engineering - R&D ■ Manufacturing – Business Unit Head ■ Strategy ■ Business Development ■

##### **Value Statement**

- Ph.D. (Engineering & Management), M Tech, MS Mechanical - USA, MBA - UK, Chartered Engineer, FIE[I].
- Over 33 years of overseas and indigenous experience in Automotive & Industrial Sectors' products such as bearings, allied parts, and manufacturing industries.
- Competency in spearheading business operations with focus on top line and profitability in multinational companies in Asia, Europe and USA along with carrying out multiple roles in the ecosystem.
- Expertise in Engineering (R&D), Operation/Plant Management, BD and Strategy: A Core Member of Corporate Steering Committee to review overall business performance, take corrective & preventive action and create strategies for future business growth.
- Core competency in Corporate R&D, Product Design, Product Upgradation, Process Design, Prototyping, Application Engineering, Product Launch, Ramp up, Measuring Equipment Design, Tool Design, Machine Design, Analytical Engineering, Testing, Technical Publication, Material Coating, and Customer Development. Have set up world-class Engineering - R&D & Production facilities recognized by the Government of India, USA, Europe and Japan OEMs.
- Proficiency in providing Engineering Solutions for Cylindrical Roller, Ball, Taper, Spherical, Thrust Roller & Ball Bearings, Needle Bearings, Accessories & Allied Parts, Composite Material, WIR Bearings, and Complex Assemblies for Industrial application, Aerospace, Textile sector, Spindle, Machine tools, Jute industry, Railways, Marine sector, Automotive sector, and Space programs.
- **Basic Research, Publication, Presentation and Development**
  - Global patents: six awarded, seven filed.
  - Publication in international journals: 12 Management Research papers and 15 Engineering Research Papers.
  - Presentation in International Conferences: six papers.
  - Alternate product to needle bearings: Invented.

##### **CORE STRENGTH**

Setting up of Corporate R&D	New Plant & Business Setups	Project Management - PLM
Company Leadership	Solving Quality Problems	Technology Management
Strategic Marketing	Change Management	Multi Location Operation Management
Competitive Design	Costing & Finance Planning	P&L – Growth Attainment
Innovative Strategy	Supplier Development	Failure Analysis of Product & Operation
Corporate Strategy	Organisational Development	Customer Development & Warranty

##### **HIGHLIGHTS**

**R&D Engineering:** Managed PLM program from enquiry to mass production/ warranty. It included Product & Process Design, IP creation of Product & Processes and laying down of systems for the smooth functioning of corporate engineering center [R&D].

**P&L -Plant Setup / Operation Management of multi-location plants:** Handled Product Development, Mass production of new product/upgradation and supply chain management for eight plants.

**Process Engineering & Operation:** Designed and Implemented Operations Management proficiency systems by using the latest technical developments, and ensured quality and timely delivery.

**Product Costing:** Handled Product & process costing, and price recommendation to customers and suppliers.

**Application Engineering for Business Development:** Provided Technical solutions for customers, and handled Product Launching & Positioning, and implemented the programs/strategies. Also, handled Brand Building through shows/seminars.

**Supplier Development:** Managed approval, quality assurance, and agreements for smooth SCM; and provided Technical solutions for Product & Process Development.

**Project Management:** Handled projects right from the stage of handling enquiries, conceptualizing, screening, carrying out feasibility studies (based on technical, financial & economic parameters), and detailed engineering to procuring & contracting and up to the stage of construction management.

**Strategic level role:** Conceptualized and prepared the blueprints for the organization- strategic plans for domestic & global business development, liaised with strategic consultants, and ensured that benchmarks of productivity and best practices were met.

**Human Resources Management:** Leading people, setting directions, providing guidance and settling staff grievances amicably.

##### **PROFESSIONAL EXPERIENCE**

###### **October 2019 onward: CTO and CEO at Innovsys Products Private Limited**

**Company profile:** Manufacturer of Electrical products and Tea powder

Facilitator and company formation for startup with scaled growth strategy.

###### **September 2014 onward Honorary Advisory Positions**

■ **Honorary Director:** Aerospace component manufacturing company. ■ **Honorary Professor:** IIT & IIM.

■ **Advisor:** National Research Board & Defense Industry. ■ **Founder member:** Society of Failure Analysis.

**September 2014 to October 2019 : Vice President, Global Development (Allied Products):** NRB Bearings Ltd., Mumbai, India. Reporting to MD & Executive Chairman.

**Company Profile:** Indian MNC [Previously a French Joint Venture] having Eight SBUs that manufacture all types of rolling bearings, rings, allied parts, and aggregates, etc.

- Designed & developed allied products, created niche business and identified 397 products that generated 22% profit.
- Developed new business model with vendor and plants for INR 350 Cr target with a profit margin of 22%.
- Developed 250 products at Suppliers' workplace with warranty claims: covered technical, process and legal agreement.
- Implemented PLM project per APQP TS/ ISO and launched 59 new allied products and regularized business.
- Brought the share of business to 70% of domestic market & 20% of global market, and elevated the position of the company to be among the top two players.
- Steered the Costing & Finance system to arrive at 22% PAT at Pantnagar plant, India.
- Derived Roadmap to achieve INR 500 Cr for Allied Products in developed countries.

**April 2012 to September 2014: Vice President Engineering Centre, NRB Bearings Ltd Mumbai, India. Reported to MD & Executive Chairman.**

- Responsible for overall engineering functions. Portfolios included R&D and Business Development.
- Adopted Business driven R&D approach and created strategies for competitive design and technology management.
- Upgraded the engineering center/R&D to meet global customer requirements and created four bearing patents.
- Derived the method of product design and Business/ Technical Risk Assessment.
- Created simulation and bench test, and the prototype/model build shop facility at Thane R&D.
- Developed over 300 new products and 72 ramp ups. Reduced the new product development time by 30% as per the set target.
- Expanded the Plant to increase productivity by 30%. Duties included Plant Handling, Acquisition Deals and Technical Tie-ups.
- Industrialized the prototype samples -- increased top line by 30 %.
- Restructured R&D to meet the expectations of global customers for RFQ/handling enquiries and product development.

**April 2010 to March 2012: GM Engineering Centre, NRB Bearings Ltd, Mumbai, India. Reported to MD.**

- Developed and industrialized 220 Products to maintain 32% Top line and PAT 21.3%.
- Successfully handled the Engineering centers as a Functional Head and supported all customers and plants globally.
- Received R&D recognition by the Government of India.
- Finalised product development strategy in consultation with customers, suppliers and external domain consultants.
- Localized import substitutes for buying items and established systems for selection of market, products and customers.

**April 2009 to March 2010: GM, Application Engineering & Business Development, NRB , Mumbai. Reported to MD.**

- Set up application engineering department for global customer support and internal engineering.
- Formulated Long-term Business Plan and created 65 application & engineering simulation programs.
- Managed project of PTC USA Wind Chill PLM from enquiry to warranty life as per ISO/ TS and R&D expansion.
- Introduced systems for liaison & coordination, budget allocation, product positioning and business & market strategy.

**April 2007 to March 2009: Deputy General Manager- Corporate Engineering & Head of General Bearing Division, NRB Bearings Ltd Mumbai, India (Also responsible for Jalna & Uttaranchal plants). Reported to MD and VP Engineering.**

- Enabled the Government of India recognition for the R&D Centre. Included Patenting & Product upgradation.
- Handled operation of a workforce of 1100 for INR 300 Cr from 1999 to 2007 for two plants.
- Implemented TPM by VA/VE, achieved cost reduction, and increased Safety & reliability of design.
- Managed the sudden growth in business by over 200% and expanded the production capacity of eight plants.
- Managed new product launches from 23 to 650 numbers by reorganizing R&D and plants.
- Designed test specification of bearings-125 and specification for Products - 227.
- Transferred all information on soft data management.
- Installed LS-DYNA, ROMAX to increase productivity in R&D.
- Obtained Quality Certificates: OHSAS18001, ISO14001, and ISO9001 as well as the ISO/TS16949.
- Created roadmap for future technologies.

**Sept 1988 to March 2007: Various positions in General Bearing Division, NRB Bearings Ltd, Jalna [Maharashtra, India].**

Reported to Senior VP, GBD for operation and the President regarding projects & expansion.

Positions included Assistant General Manager (April 2002 to March 2007); Divisional Manager (April 1999 to March 2002), Asst Manager (April 1995 to March 1999) -- [Plant operation, Customer service, and Marketing support], Superintendent Engineering (April 1993 to March 1995) -- [Design, Operation, Industrial Engineering and Plant Engineering];

Head Engineering, Sr Engineer (April 1991 to March 1993 ) --[Engineering & Method Head]; and Chief Tool Design Engineer GBD Engineering Head (Sept 1988- March 1991 ) --[Engineering Head].

- ☛ Handled Plant Operation Management, TPM & TQP, and Business Development and achieved P&L as per the set target.
- ☛ Set up Production line and obtained approval from international OEMs for mass production and from Government authorities.
- ☛ Evaluated investment opportunities considering Products, markets, entry barriers & ROI.
- ☛ Set up R&D center for General Bearing division and got it recognized by the Government of India.
- ☛ Liaised/coordinated for approvals with statutory authorities and for Union agreements.
- ☛ Increased NPD from 12 to 350 for 75 different applications.
- ☛ Supplier capability improved to supply parts to Europe, Japan and USA customers.
- ☛ Turnover rose from INR 12Cr to 500 Cr.
- ☛ All types of Bearing & components developed from 42 types to 1800 new products.

#### **Sept 1986 to Aug 1988: Sectional Engineer at FAG Bearings, Schaeffler Group Vadodara, Gujarat- State India.**

**Company Profile:** German MNC. Develops and manufactures precision products, bearings- with its INA, LUK, and FAG brands.

- ☛ Worked in Product, tool design and special equipment designs.
- ☛ For Method Engineering, Customized the German know-how towards Indian eco system and market scenario.
- ☛ Handled Product and process development with suppliers, customers and German experts.
- ☛ Received two awards for productivity and quality from Germany.

#### **ACADEMIC CREDENTIALS**

- ☛ PhD –Mumbai University in Engineering & Management. Feb 2013.  
Engineering-Computing Engineering  
Management-“To study life cycle of a new product launch and its success in an industrial market”
- ☛ FIE-- Mechanical -Institution of Engineers, India. May 2010.
- ☛ Chartered Engineer IEI. July 2010.
- ☛ MBA/Master of Science - Engineering Business Management, Warwick, UK. June 2009.
- ☛ Master of Science – Mechanical Engineering, CALTECH CGU USA. Oct 2008.
- ☛ M Tech in Tool Design -- 1988, GTTC IISC – Affiliation Copenhagen University/VTUT.
- ☛ B.E. - Mechanical (Tool Engineering & Manufacturing), 1986, Affiliation Copenhagen University/ VTUT.

#### **HONORS AND AWARDS: MEMBERSHIPS & AFFILIATIONS**

- ☛ ISI /ISO/DIN Committee for Rolling, Bearings.
- ☛ Teaching Faculty at CII, IIT, IIM Engineering & Management Schools for Ph.D. Scholars.

#### **PROFESSIONAL QUALIFICATION**

- ☛ CEO-R&D Training at MIT, USA.2011.
- ☛ I-Triz Practitioner Certificate Program, Russia.2007.
- ☛ CEO-Harvard USA, Executive Program,2012.
- ☛ ISO14001/ IMDS, OHSAS 18001 - Environment and Hazardous Material, 1999, QS9000 - 1998, ISO9001- 2002, ISO/TS16949,TPM & TQP.
- ☛ Set-Up of R&D, Plant training from RHP/SNR /TIMKEN/Torrington, at Germany, USA, England, Japan, France.

#### **TECHNICAL SKILLS**

- ☛ LS Dyna-Hyper Mesh, ProE, Pro-Mech, C++/AutoCAD, ERP Oracle, Radioss, CNC and Logic programming.
- ☛ Windows, MS Office (Word, Excel, and PowerPoint), Presentation & Communication skills and Internet Applications.
- ☛ Hypothesis test, the analytical skill of research papers, business cases, market trends, industry trends, thesis & research proposal and papers evaluation.

#### **PERSONAL DOSSIER**

**Date of Birth:** June 14, 1964

**Marital Status:** Married; Wife is a homemaker; **Children:** Daughter Married BE, M Tech

**References:** Available on request

**Countries Travelled:** US, UK, All Europeans countries including Germany, Italy, France, Austria, Switzerland, Sweden, Poland, Japan, Mexico, Middle East- Dubai, Muscat, Sri Lanka, Maldives, Bangladesh, Singapore, Thailand and South Korea.

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