



SANDEEP KUMAR MISRA

SENIORMANAGEMENT PROFESSIONAL: 15 years of experience

Operations/Production / Quality Control

Industry Preference: Mechanical / Manufacturing

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Profile Summary

Results –focused management professional offering 15 years of progressive leadership experience. Dedicated, knowledgeable with diverse industry knowledge and special talent for searching out opportunities for improvement, contributing to cost reduction, increased productivity, and waste Reduction. Provides objective analysis and innovative solutions to a wide range of manufacturing problems, cost and productivity optimization, and safety and Environmental issues.

Demonstration of cross-functional knowledge with proven operational success. Proactive planner with the ability to Nurture credibility and confidence with management and plant personnel. Excellent safety and compliance record with working knowledge of ISO 9001, API, ASME, OSHA and environmental regulations. Excellence in swiftly ramping-up projects well within time, cost and quality parameters encompassing planning, vendor identification / development, resource management and analytical assessment. Expertise in minimizing downtime, improving operational effectiveness and ensuring smooth / uninterrupted operations. Skilled in optimizing resource utilization, escalating operational efficiency, improving quality and by achieving cost reduction. An enterprising people leader with sensitivity to the dynamics of cross-cultural workspaces and leading large group of multinational teams.



Education

- ▶ **B.E. (Mechanical Engineering)** from Guru Ramdas Khalsa Institute of Science & Technology, Jabalpur M.P. in 2003
- ▶ **Diploma in Automobile Engineering** from Kalaniketan Polytechnic Jabalpur, M.P. in 1998



Certifications

- ▶ Pursuing NEBOSH IGC & Six-Sigma Green Belt
- ▶ ISO/TS 16949:2009 Internal Quality Management Auditor
- ▶ ISO 9001:2008 Internal Auditor Quality Management System
- ▶ IMS Internal Auditor (ISO 9001:2015, ISO 14001:2015, OHSAS 18001:2007)
- ▶ ASNT NDT Level-II (UT, RT, VT, MPT and LPT)
- ▶ HABC Level-II in Risk Assessment (QCF)



Soft Skills

- ▶ Motivational Leader
- ▶ Change Agent
- ▶ Thinker
- ▶ Collaborator
- ▶ Planner
- ▶ Communicator
- ▶ Conflict Management
- ▶ Business Negotiation
- ▶ Data Entry Skills
- ▶ Data Processing Skills
- ▶ Team Work
- ▶ Negotiation
- ▶ Adaptability
- ▶ Stress Tolerance
- ▶ Reporting Skills
- ▶ Deadline-Oriented



Personal Details

Date of Birth: 12th November 1979
 Languages Known: English and Hindi
 Address: Ezdan30, R9C, Doha, Qatar
 Qatar Driving License No.: 27935631200



Career Timeline

2005 -2005

2006 -2006

2007 -2011

2011 -2016

2017 -2018

Since 2019

**Kalaniketan
(Polytechnic)
Jabalpur M.P. India**

**Gyan Ganga Institute
of Science &
Technology JBP, M.P.
India**

**Benara Udyog
Limited, Agra U.P.
India**

**NSSL Almana
Middle East W.L.L.,
Doha Qatar**

**Qatar Gratings &
Road Barriers
Valve Division,
Doha Qatar**

**Almana Steel
Structure Co.
Doha Qatar**

Lecturer

Lecturer

Assistant Manager –

MR. & QA/QC

Div. In- charge

Operations Manager

Work Experience

Jan-2019 Till Date : Almana Steel Structures Co. ,as Operations Manager .

Highlights:

- ▶ Took a challenge and independent responsibility to run successfully the facility of Almana Steel Structure Co. which was unable to make profit from last 2 years.
- ▶ Responsible for day by day operations including estimation, planning, scheduling, production, quality, purchase ,Cash flow and HR issues.
- ▶ Visit previous clients and got their feedback, analyze feedback & improve quality and delivery to satisfy customers.
- ▶ Proposed, justified and received approval for replacing old machineries with latest technology.
- ▶ Motivate existing personnel to get the best of them for the company's growth.
- ▶ Directed and Managed a quality management system , environment management system and Plant Safety Program that reduced recordable injuries by 50%, maintained OSHA Standards and reduced Workman's Compensation costs.
- ▶ Successfully made collaboration of Almana Steel Structure with an Indian pressure vessels manufacturer.
- ▶ Took necessary decision for Refurbishing the facility for the new scope of work, and expansion of plant.
- ▶ Recruitment of competent personnel for the fabrication of pressure vessels, Heat exchangers, and process equipments with the help of Indian company.
- ▶ Directed Target to achieve ASME Certification for "U" & "R" Stamps within 6 months. Successfully achieve ASME Certification for "U" & "R" Stamps within 6 months
- ▶ Responsible for all department managers and supervisors, with review/approval responsibility for all operations employees
- ▶ Work closely with GM and management team to set and/or implement policies, procedures and systems and to follow through with implementation.

Feb-2017- Dec-2018: Qatar Gratings & Road Barriers Valve Division as Division in- Charge

Highlights:

- ▶ Took a challenge and independent responsibility to run successfully the facility of NSSL Almana Middle East W.L.L. which was closed due to management issues.
- ▶ Rearrange the plant and machineries for engineering works like Machining, fabrication, & valve overhauling testing and repairing.
- ▶ Recruit Man power to create a best team to execute all the required scope of work with minimal overheads.
- ▶ Customer development for the new scope of work.
- ▶ Monitor Estimation ,quotation, and final negotiations with clients to finalize and grab orders.
- ▶ Managing quality assurance & control processes along with OHSAS and EMS its documentation.
- ▶ Analyze the processes to reduce cost of servicing & machining to increase profits without effecting the Quality work.
- ▶ Successfully maintain at least 30% profit.
- ▶ Introduce new investor companies from Turkey, India , Korea, China, to Top Management arrange and lead the meetings for the collaboration or Joint Ventures to expand the Business.
- ▶ Demonstrate our capability and ability and win the faith of Top Management to grab an opportunity to work as an Operations Manager in Almana Steel Structure Co. which is one of the biggest Group companies.

Oct-11 – Dec-2016: NSSL Almana Middle East W.L.L., Doha Qatar as Management Representative (QA Manager)

Key Result Areas:

- ▶ Setting-up new plant for the manufacturing of all types of Industrial Valves and its repair in Doha, Qatar from beginning like from zero condition with Production Head
- ▶ Shouldering the responsibility of designing processes and its documentation
- ▶ Acting as Management Representative for representing quality assurance processes
- ▶ Managing quality assurance & control processes & its documentation supervision
- ▶ Monitoring all production processes & its quality with Production Head
- ▶ Monitoring and approving calibration and documentation of all measuring equipment
- ▶ Supervising implementation of:
 - ISO 9001:2008 Quality standards
 - ISO 14001:2004 & OHSAS 18001:2007 Standards
 - Quality Standard as per API Spec Q1 9th edition.

Highlights:

- Excellent track record of successfully achieving:
 - Commissioning, shifting and installation of all machinery with the help of Production Head & Maintenance Team
 - Documentation audit for ISO 9001:2008 conducted by DNV certification body
 - Fabrication of basic equipment required for manufacturing industrial valves and for its maintenance liaison with Maintenance Team
- Pivotal in preparing all required quality assurance documents for all departments like quality manual, quality process manual, work instruction with the help of Production Head
- Played a key role in managing and supervising all process required to set a new plant & its machinery for manufacturing liaison with Production Head
- Implemented Quality Management System as per the requirements of:
 - ISO 9001:2008 in organization and achieve ISO 9001:2008 Certificate as Management Representative from DNV certification body in Jun'13
 - API SPEC Q1 9th Edition in organization and achieved API Monogram License as Management Representative in Jun'14 from API
- Recognized with Best Performer Title during QP NGL-3 shutdown in Apr'15 (Scope: Valve overhauling and testing)
- Effectively implemented the HSE System requirements of ISO 14001:2004 & OHSAS 18001:2007 in organization and achieved ISO 14001:2004 & OHSAS 18001:2007 Certificate as Management Representative for organization in Dec'15
- Initiated several measures to identify deformities, malfunctions or other abnormalities such as loopholes in terms of HSE and compliance level, housekeeping, waste management, poor HSE awareness, near miss.
- Improved raw material quality by taking initiatives such as sampling plan, identification of critical dimensions in reports, provide training to inspectors, regular maintenance of gauges, and equipment
- Supervised inspection of raw material which improved product quality by 90% against 65% previously
- Took several measures to identify deformities, malfunctions or other abnormalities such as Component damage, identification, Traceability, packaging in parts / components / products
- Reduced the breakdowns / downtime by 30% through effective maintenance

Jan'07 – Sep'11: Benara Udyog Limited, Agra, India as Assistant Manager – QA & Tool Room**Key Result Areas:**

- Drove tooling operations, managed shifts with responsibility for achievement of production, quality & profitability targets
- Developed tooling plan and mobilized manpower, machines & material resources to achieve targeted production levels
- Imparted training to new operators and worked in continuous coordination with maintenance team
- Initiated process controls/improvements to optimize operational efficiency and steered cost reduction/wastage control measures to maintain overall competitiveness
- Liaised with Sales & Service Departments, Vendors, Suppliers & Transporter for timely availability of raw material with strict adherence to quality parameters
- Entrusted with the task of forecasting material requirement and raised indents for tooling & maintenance consumables
- Established and enforced quality systems to ensure conformance with quality specifications
- Recruited and trained the workforce to fill various job slots and kept their skill levels up-to-date through periodic skill updating sessions
- Discovered potential bottlenecks and deviations and implemented corrective actions to ensure that production targets are met within required timelines
- Ensured strict adherence to ISO and managed complete documentation and audit reports

Accomplishments:

- Prepared APQP, PPAP, FMEA, Control Plan, MSA, SPC Rejection Analysis and Tool Life, all documents required to achieve certification of TS16949/ISO9001:2009
- Excellent track record of successfully achieving:
 - TS16949/ISO9001:2009 certificate for Unit-I, in Oct-2009. From BSI Group

- ISO/TS 16949:2009 Certificate for Unit-II in Oct'10 from BSI Group
- OEE (Overall Equipment Effectiveness) and reducing downtime
- Inspection of all tooling manufactured in-house and outsourced
- Time-to-time calibration of all measuring instruments
- TS16949/ISO9001:2009 certificate for Unit-I, in Oct-2009.From BSI Group
- ▶ Minimized the breakdown of machines by preparing Preventive Maintenance Schedule
- ▶ Created product drawings, tooling & spare parts of Bush, Bearing for OEM's, Export & Market
- ▶ Designed fixtures & tooling for semi-automation of all range of bearings for stamping process Successfully
- ▶ Developed new similar die than the die imported from Korea, in-house for production
- ▶ Designed a fixture(based on Korean design) to combined two press operations in one press to reduce manpower
- ▶ Set-up the second unit of Benara Udyog Limited (Unit-II)
- ▶ Created design of all tooling, components and spares for the semi automation of stamping press operations which resulted in raising the company's production by 4 times
- ▶ Planned and managed tooling for effective production and reduced downtime
- ▶ Controlled inventory of tooling & saving cost by converting rejected tooling from production from one part number to another part number
- ▶ Troubleshoot breakdown, maintenance of Pillar Die Set and Tooling during manufacturing process
- ▶ Formulated a program for all tooling of Bush & Bearing manufacturing in MS-Excel for effective and efficient working
- ▶ Administered tooling requirements for the manufacturing process for Unit-I, Unit-II and Benara International



Previous Experience

Jan'06 – Dec'06: Gyan Ganga Institute of Science & Technology JBP as Lecturer

Jan'05 – Dec'05: Kalaniketan (Polytechnic) JBP, Lecturer