

# Shivendra Singh

Business Operations, NPI,  
Digital Manufacturing, I4.0,  
Sales and EV Enthusiast

## Personal Info

Email  
shiven\_singh@yahoo.com

Phone  
+91-9960100437

Address  
Sri City, Chittoor, 517646

## Skills

Green & Brown Field Projects	★★★★★
Business Strategy, P&L Management	★★★★★
Leadership & Project Management	★★★★★
Stakeholder Management	★★★★★
People Management & Decision Support	★★★★★
Process & Manufacturing Engineering	★★★★★
Logistics & Warehouse Management	★★★★★
Industry 4.0 & Factory of the Future	★★★★★
Agile, Lean Six Sigma	★★★★★
Continuous Improvement & TPM	★★★★★
Product Management	★★★★★
Strategic Sourcing	★★★★★
Management Consulting	★★★★★
Account Management	★★★★★
Digital Transformation	★★★★★
Customer Centricity	★★★★★
Data Science	★★★★★
Data Analytics	★★★★★

Decisive Head of Project Industrial organization, experienced in impacting business direction and performance with successful leadership strategies, tactical decision making and forward-thinking approach. Proven history of improving operations and boosting financial health through exceptional interpersonal, communication and multi-tasking abilities, with a cross-cultural exposure of diversified industries and varied business functions.

## Work History

Nov 2016  
- present

### Head - Project Industrialization, Mumbai Metro Line 3

Alstom Transport India Limited, Sri City, Chittoor, Andhra Pradesh

**Reporting to :** Site Managing Director **Team Size :** 7  
**Role :** To formulate the Project Planning, Industrialization, Quality, Supply Chain and Testing strategy, with the key focus on enhancing the Customer experience and Satisfaction across all stages of the Project Execution

#### Key Result Areas :

- Spearheading **Project Management - Industrialization of Rolling Stock Project for Mumbai Line 3** to deliver 31 driverless and most advanced Metro trains to MMRC by 2022 (**Project Cost : 315M Euro**)
- Expediting **cross-functional deliverables** (Planning, Industrial, Finance, Supply Chain, Manufacturing, Quality and Testing) **to meet Project KPIs**
- Identifying **Cost reduction opportunities** and implementing Action plans during Project life cycle to improve the **budgeted Gross Margin**
- Responsible for running the **Project Operations** and Monthly reporting to Senior Management on **Performance Indicators** in line with **QCD targets**
- Execute the Physical build as per Contractual requirements and conduct regular **Technical discussions with Customer** to close the Open Issues
- Implement the **Industry 4.0 concepts** like **Additive Manufacturing, SMART Factory** and **Value Chain** management to boost productivity, improve processes and drive growth
- Monitor and update the Project Industrial Work Package (**18M Euro**) as a part of **Earned Value Management (EVM)**; appraise the Project progress through Spend Analysis, **Design-to-Cost**, Material coverage etc.
- Evaluate the Suppliers to assess Quality, Timelines and Compliance of deliveries, **maintain Cost control** and **maximize Operational efficiency**
- Interface with **Global sub-system manufacturing facilities** to ensure the development of sub-systems in line with Project requirement and timeline; e.g. Traction & Auxiliary convertor, Motor, Bogie system, TCMS etc.

#### Program Manager for SMART Metro - New Platform integration :

- Lead Industrial and Supply Chain Team to introduce SMART Metro platform with the focus on **Modular and Pre-fitted Product range**, Automation, **Design for Manufacturing**, Inbound / Outbound **Logistics and Packaging**
- Execute the **Transfer of Technology** for **SMART SST platform** from LAPA, Saint-Ouen, Katowice and Gibela sites with Improvements on Operations
- Responsible for **Sourcing and Re-sourcing of Product**, with the Key Focus on **Inventory planning** and **Localization of Parts**
- Achieve the **Time-to-Market** and **Cost competitiveness** through Standardization to address the APAC and Global market requirements
- Set-up the Industrial infrastructure for producing the **SMART Metro product range** with **Variability** and **Mixed-Model Assembly line** methodology
- Integrate efficient **Testing and Validation** process and Infrastructure to achieve **Global standards for Quality and Reliability**

#### Highlights :

- **Industrialized Kochi Metro** - the **fastest Metro Project** completed in India **within 45 months**, covering a distance of 25.65 kms.
- Implemented **Productivity Model in Project Operations** to evaluate the Performance metrics and **achieved 35% improvement on Spent efforts**

Jul 2014  
- Nov 2016

### Practice Head - Manufacturing Engineering

EASi - Allegis Services (India) Pvt. Ltd., Bengaluru, Karnataka

**Reporting to :** Technical Director **Team Size :** 4

## Languages

English	★★★★★
Hindi	★★★★★
Mandarin	★★★☆☆
German	★★★☆☆

Aug 2013  
- Jul 2014

### Highlights :

- Set-up and matured **Manufacturing Engineering as new Line of Business / Service line** with existing and new customers
- Instrumental in **setting-up key accounts** like Philips, Ford, Mercedes Benz, Faurecia, Dürr, FLSmidth, Wirtgen, Rolls Royce, Grohe and Whirlpool
- Amplified **Manufacturing Engineering vertical from 14 FTEs to 109 FTEs** in turn **growing the FY15 revenues worth 11M Euro**
- Conducted **pre-sales, prospect engagement, sale negotiations** along with Account Management and BD / Sales teams
- Scripted **business proposals / solutioning / RFP / RFI responses with a success ratio of > 45%** for people, process and delivery
- Incubated and **established BIW fixtures design, Robotics simulation and Sourcing support** as new service offerings
- Established **Mechanical lab** and **devised case studies**, training materials, **interactive visual aids** to develop the resources
- Devised a **Supplier governance model** to support customers with the **Protos development**, testing and validation

### Freelancer - Management Systems Consultant

*Process Excellence, Quality Management System Assessor, Facilitator and Trainer, Pune, Maharashtra*

### Highlights :

- Consulted **Clients for Management Systems standards** (ISO 9001, ISO 14001, OHSAS 18001, ISO 27001, TS 16949, BCMS and CMMI Dev v1.3) in Industries such as **Auto Components, IT/ITeS, Manufacturing and Consumer Products**
- Carried out **Business Process mapping**; Supported in documents development; Verified the documentation adequacy as per QMS requirements; **Conducted QMS awareness and Internal audit trainings**; Supported in **Risk assessments**, Established objectives, **Process monitoring**, Internal audits and **Management reviews** throughout the Clients organization and provided support until the **Certification**
- **Integrated Management System procedures** as per ISO 9001, ISO 14001 and OHSAS 18001 standards

Dec 2006  
- Aug 2013

### Senior Manager - Product and Project Management

*John Deere India Private Limited, Pune, Maharashtra*

**Reporting to :** Global Product Manager

**Team Size :** 17

### Highlights :

- Established **Green Field projects** like 764 HSD, 310K Backhoe Loader and 900K Series Track Feller Bunchers for **John Deere Dubuque Works, USA**
- Performed detailed **Manufacturing Process Design, Equipment and Facility planning, Tooling, DFM/A Analysis, Cycle time estimation, Simulation, Quality and Risk planning** for New Product realization
- Carried out **Procurement, Installation and Commissioning** of New Equipments, **their prove-outs** as per desired **Process requirements**
- Formulated **CAPEX, MoB, PFEP and Kitting Strategy** for **New products**
- Defined **costing of New products** through Negotiations, Suppliers follow-up, **Value Engineering, Indigenization of Import items** and JIT
- **Factory Master Planning** for Engine, Transmission and Vehicle Assembly factories in Pune unit to **accommodate the New products of FY12-13**
- Developed **CoE (Center of Excellence)** for **Robot Paint Programming** and validated the process for **supporting all the North American Units**
- Successfully **established Weld and Paint processes** at Supplier's end in **Hisarlar, Turkey** resulting in **savings of \$160,000 p.a.**
- Mentored **over 30 CI projects** by implementing the **Lean and Six Sigma methodologies** ensuing **savings of \$590,000 p.a.**
- **Certified Lead Auditor** from BSI for BCMS-BS 25999-2:2007 and ISO-9001:2008, ISO/IEC 27001:2005 from TUV Nord
- Completed certifications on the following :
  - **Certified Six Sigma Black Belt, Lean Practitioner** from ASQ, BMGI
  - BP Group Accredited - **CPP®** or **CEM Method Level-2 Certification**
  - **ARIS Business Architect** from IDS-Scheer, Germany for BPM / BPE

Jan 2005  
- Dec 2006

## Senior Engineer - Process and Manufacturing Engineering

*Gabriel India Limited, Noida, Uttar Pradesh*

**Reporting to :** Department Head

**Team Size :** 2

### Highlights :

- Implemented **Work Measurement Systems (WMS)** for Productivity improvement **using MOST®** at GIL, Noida business unit
- Actively involved in **OEE improvement** of SOQI Line **from 59% to 78%**
- Established **Lean management in Paint Shop and Store processes for Capacity and Layout optimization**
- Functioned as a **Core Team member** for APQP, PPAP, NPI and Process approvals **of 1st Mono Shox in the 2-wheelers**
- Successfully established Induction Hardening and Projection Welding processes for Cp, Cpk Improvement
- Implemented **Automation in MIG welding** to reduce skilled operator dependency to semi-skilled operators
- Implemented **TPM** through small groups for zero defect production of parts
- Increased 5S, Kaizen & Poka-Yoke implementation rate **from 40% to 75%**

Oct 2001  
- Jan 2005

## Production Supervisor - Halogen and LED Lamps

*Phoenix Lamps Limited, Noida, Uttar Pradesh*

**Reporting to :** Production Head

**Team Size :** 2

### Highlights :

- Ensured **PONC savings of 10 & 18 Lakhs INR per annum** due to Filament Fuse and Glass or Capsule wastage in H4 Line
- Handled **manpower reduction from 14 to 9** and **process restructuring / elimination** in H3 or M5 Product Assembly
- Implemented the **SMED concept to reduce set-up time**, in turn improving the **Machines utilization** of H7 Line

## Education

May 2016  
- Apr 2017

### Indian Institute of Management, Bengaluru, Karnataka

*Executive General Management Programme (EGMP), Leadership Development*

Aug 2011  
- Jul 2012

### MIT School of Distance Education, Pune, Maharashtra

*Post Graduate Diploma, Finance Management*

Sep 2009  
- Aug 2010

### MIT School of Distance Education, Pune, Maharashtra

*Post Graduate Diploma, Operations Management*

Sep 2000  
- Aug 2001

### M. S. Ramaiah School of Advanced Studies, Bengaluru, Karnataka

*Advanced Certificate from IBM, Software Engineering*

Sep 1996  
- Sep 2000

### M. S. Ramaiah Institute of Technology, Bengaluru, Karnataka

*Bachelor of Engineering, Mechanical Engineering*

## Certificates

Dec 2020

**Fundamentals of Electric Vehicle Powertrain - MakerMax Inc.**

Jan 2021

**Battery Performance and Safety Course - MakerMax Inc.**

Jan 2021

**Digital Transformation - Coursera**