



# SUSHANT TODKAR

Top Management Professional | Chief Executive Officer

✉ todkarsushant@yahoo.co.in

☎ +91-8596045125/+91 9975580962



## CORE COMPETENCIES



Strategy, Vision & Mission Planning  
Budgeting & Cost Management  
Profitability & Cost Analysis  
Policy & Procedure Development  
Contract Negotiations & Strategic Alliances  
Team Building & Performance Improvement  
Human Resources Management  
Sales & Marketing Leadership  
Operations Management  
Business Turnaround Architect



## SOFT SKILLS



## EDUCATION

- 1990: **BE in Mechanical** from Maharashtra Institute of Technology, Pune (Pune University)
- 1997: **Fellowship in Manufacturing Management** from Kalyani Cranfield Manufacturing Management Centre, Cranfield University, UK
- 2001: **Quality Management (TQM)** from AOTS, Japan



## TRAININGS ATTENDED

- Manufacturing Management
- TS 16949 & ISO 14001
- Statistical Techniques
- TQM, TPM, Kaizen
- Quality Management
- Leadership
- Finance and Profitability
- Health and Safety Management
- IATF16949:2016
- Lean Manufacturing
- API – 20 B & 20 C



## EXECUTIVE PROFILE

- A highly accomplished C-suite professional offering over 30 years of rich experience in leveraging operational excellence methods and collaborative approaches for driving results
- Keen strategist with expertise in managing operations related to Manufacturing, Sales and Marketing, Inventory Control, Material Requirement Planning, Logistics, ERP/CRM Implementation and ensuring optimal utilization of resources
- Change Management: Excellence in bringing out change & transformation that delivers maximum output and driving capability improvement of processes, systems & people
- Skills in developing relationships with key decision-makers in target organizations for revenue; adeptness in expanding the revenue base in the market; formulated & executed industry benchmarked management strategies
- Keen analyst with proven contribution in investment estimation & analysis, analysing risk, projecting P&L over long term
- Demonstrated excellence in developing & streamlining systems with proven ability to enhance operational/ administrative effectiveness and meet operational goals within the cost, time & quality parameters
- Aligning organization's vision & mission to the strengths & operations to achieve set targets



## CAREER TIMELINE



## PAPER PRESENTATION

- "Lean Manufacturing" Paper presentation in S G Balekundri Institute of Technology, Belgaum in Jan'16
- "Sharing on Lean" at Belgaum Foundry Cluster in April – 2017 as part of Lean Cluster program by NPC & MSME



## LEADERSHIP & VALUE

Strong New Product Development Skills; ability to champion organization values & vision and create a compelling view of future through coaching and execution abilities

Task Manager for driving results; gifted with the vision, determination, and skills needed for high-level strategies and tactics

Executive leadership with heavy concentration of work in strategic planning, building optimized teams, and architecting employee skills development programs that support the business objectives of the organizations

Understanding of customer requirements and incorporating them in business development needs; strong communicator with skills to relate to any levels

Excellence in identifying cost reduction areas for enhancing profits; skilled in establishing systems

Cross-cultural exposure; worked with different people from different cultures

## ORGANIZATIONAL EXPERIENCE

### Since May'2018

#### Western Heat & Forge Pvt. Ltd., Pune as CEO

Role: Transform the Group into a growing and profitable organization, ready for the future

Key Customers: Wipro, Cameron, Emerson, Dana, Accutech, Maini Precision, L&T, Koso, Cenerg

#### Key Result Areas:

- ◉ Heading the group comprising of Forging Plant and two machining plants in Pune
- ◉ Stabilizing existing customer base through quality, productivity, delivery & cost and growing the business with new customers
- ◉ Establishing and driving best industry manufacturing practices in the organization
- ◉ Establishing effective quality management systems in the organization
- ◉ Steering efforts towards improving profitability for the business

#### Highlights:

- ◉ Through effective leadership, turned-around machining plant within a duration of 6 months
- ◉ Established & improvised the operations, initiated Team Building at group level to build a future ready team
- ◉ Augmented profitability within a duration of 8 months (EBIDTA improved by 50% from base line)
- ◉ Maintained Top-Line & EBIDTA during Covid-19 global pandemic; 2020-2021
- ◉ Established goal clarity and cross-functional synergies by poising for 50% top-line growth for 2021-2022
- ◉ Led projects on organizational performance management and led major improvements in OTD, Quality, Cost Parameters
- ◉ Established:
  - Integrated QMS for ISO/IATF/HSE/PED/API 20B/API 20 C
  - Culture of OEE & Lean in the Group Plants

### May'2014-May'2018

#### Jinabakul Group, Belgaum as CEO

Key Customers: SKF (Pune, Germany, Ukraine, Mexico), NEI (Jaipur), Iljin (Chennai), NSK (Chennai)

#### Key Result Areas:

- ◉ Directed productive cross-functional teams for 6 Plants with turnover of INR 130 Crores using interactive and motivational leadership that spurs people to willingly give excellent results
- ◉ Contributed towards achieving higher productivity, lower rejections, extra capacity generation and cost reduction
- ◉ Instituted strategic business planning for widening customer base, wherein adding two new customers
- ◉ Ensured effective initiation of strategic cost-reduction projects
- ◉ Formulated long-/ short-term strategic plans to enhance profitability & revenue

#### Highlights:

- ◉ Successfully attained major breakthrough in Power Cost, through strategic purchase of Power through Power trading from May 2015 thereby resulting in 30% reduction of cost
- ◉ Played a key role in launching Lean Manufacturing Program in the group, under the auspices of NPC & MSME
- ◉ Adjudged as the best company among the cluster companies in 2015-2016 wherein achieved highest savings and highest no. of Kaizens at all India Level
- ◉ Achieved EMS certification of three group plants in a short time
- ◉ Awarded by NPC & MSME for Highest Kaizens, Best Project & Overall performance as part of the Lean Cluster Belgaum in April 2017
- ◉ Track record of increasing Group EBIDTA from 17% to 22%

### Dec'2012-Feb'2014

#### Talbro Group, Gurgaon as President - Forging Division

Key Customers: Dana, Carraro, Spicer, Musashi, Hema Industries, QH Talbro

#### Key Result Areas:

- ◉ Regulated top-line of INR 70 Crores with 50% exports to Italy, Argentina, China & Turkey
- ◉ Directed a professional team of 325 members
- ◉ Facilitated turnaround of the company through operational excellence, driving growth for the business

**Sep'2007-Dec'2012**

**RSB Transmissions Ltd., Pune, Bhubaneswar and Jamshedpur as COO & Vice President**

**Growth Path:**

**Sep'2007 to Mar'2011: COO (Auto Components)**

**Apr'2011 to Dec'2012: Vice President**

**Key Result Areas:**

- Led the set-up of the state-of-the-art Forging Plant in Orissa, as the state's first Auto Complex in just one year
- Established a new plant in an undeveloped area and amidst highly adverse conditions
- Successfully commenced plant's operations in October 2008 in record time
- Steered the Group's diversification into forging business, encompassing Business Planning, Expansion initiatives and achieved breakeven within a duration of 8 months
- Demonstrated excellence by being appreciated for performance within 6 months of joining in May 2008, for a speedy & effective team building
- Engaged in setting up processes and achieved TS 16949 certification
- Ensured effective implementation of Production Systems
- Contributed efficiently in heading Foundry Project assigned from January 2012
- Highly effective in launching TQM program in 2011 under the guidance of Dr. Osada (Deming Prize Committee Member) with excellent results for the company

**Sep'1991-Sep'2007**

**Bharat Forge Ltd., Mundhwa, Pune (Maharashtra) as Associate Vice President - Forge Modernisation Division**

**Growth Path:**

Sep'1991 to Mar'1993:	Trainee Engineer
Apr'1993 to Mar'1994:	Engineer
Apr'1994 to Mar'1996:	Assistant Manager
Apr'1996 to Mar'1998:	Deputy Manager
Apr'1998 to Mar'2000:	Manager
Apr'2000 to Mar'2003:	Senior Manager
Apr'2003 to Sep'2007:	Associate Vice President

**Key Result Areas:**

- Commissioned latest technology based Forging Press Lines with different types of presses, for supplying components to major OEM customers like Ford, DCAG, Meritor, Mahindra, Cummins, Toyota, Maruti, Dana, Bajaj, Telco, etc.
- Trained Internal Auditor for TS 16949 and British Safety Council's Health & Safety Management System
- Implemented and institutionalized systems like TS 16949, 5S, Kaizen, TPM, ISO 14001, British Safety Council's Health & Safety Management System
- Drove the entire process in the Forge Modernization Division right from new part development to production ramp-up
- Executed Continuous Improvement Programs like Wave Teams and Kaizen and pioneered 5S Implementation in the Division in 2001
- Coordinated program management for OEM customers like FORD, GE, Mahindra, Tata Motors, encompassing program management for crankshafts, connecting rods, propeller shaft components, axle assembly components, with execution of "PRINT" to "PPAP"



## PROFESSIONAL/SOCIAL AFFILIATIONS

- Invitee member of CII Orissa State Council in 2010
- Performed as:
  - The Governing Body Committee Member of RSB school in Orissa from 2009 to 2012
  - Vice President for Maharashtra Mandal, Bhubaneswar in 2009
- Supported educational Institutions like Mahabaleshwar Education Society at native place



## PERSONAL DETAILS

**Date of Birth:** 18<sup>th</sup> June 1967

**Languages Known:** English, Hindi and Marathi

**Contact Address:** J-204, Yuthika Apartments, Veerbhadranagar, Baner, Pune-411045 (Maharashtra)