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| RAJESH.K.RAO  **OPERATION HEAD**  Enterprising leader & planner with a strong record of contributions in streamlining operations, invigorating businesses, heightening productivity, systems & procedures, targeting senior assignments in **Plant Operations, Greenfield Project Management, SCM and General Administration**  rkrao\_72@yahoo.co.in/rkrao072@gmail.com+91-9740107981/9972041122 |
| knowledge24x24iconsProfile Summary |
| * Achievement-driven professional with nearly **26 years** of experience in leading entire plant operations to maintain continuity and match organizational goals * Rich & qualitative experience in spearheading **Operations, Quality Control, Production Goals, Maintenance, Process Improvements, Safety Guidelines, Manpower Development, New Policy/ Procedure Guidelines, Resource Allocation, Cost Optimizations** andTotal Productive Maintenance **(TPM)** Activity across Steel and Automobile Ancillary Industry**.** * Acquires a clear understanding of the industry and technology trends with the merit of **Instituting New Practices to achieve Business Excellence** at the lowest overall cost * Aprincipal executive **‘Point of Contact’** for the company with responsibility of providing overall leadership and direction for all plant operations to achieve continuously improving results in safety, quality, service and cost performance * Impressive success in Executing large scale **projects on time**,implementing **Cost-Saving Techniques** and Improving **Gross Margin & Revenue**; established multi-site operations from grounds-up, built capabilities and Set-up **Governance structure**/ **Project delivery strategy** and enhanced internal controls in the organization by introducing improvement techniques * Front-led the implementation of **Kaizen, 5S & Hiyari-Hato** to improve the productivity of plant; actively engaged in **ISO-14000 & 45000** Certification Process of the company * Expertise in leading **EHS** implementation and infusing **Change Management** as per requirement; proactively driving **Risk Management** measures by implementing **Health & Safety** practices to ensure safe & accident-free work environment * Effectively **Negotiated & Procured** Bulk Commodities, Capital goods, Spares, services, managed commercial functions, maintained Capex, **developed vendors,** and infused value engineering * A strategist with a **leadership mind-set & vision**, recognized for dealing with **crisis situations**; leading **High-performance teams** across various plants, adopting new technologies and facilitating Commissioning & Start-up of plants |
| Key Impact Areas |
| |  |  |  | | --- | --- | --- | | Strategic Planning & Leadership | Plant Administration/ TPM | Greenfield Project Management | |  |  |  | | Business Excellence | Budgeting & Cost Control | Technical Expertise and Vision | |  |  |  | | Quality/ EHS/ Process Improvement/ New System Implementation | Industrial Relations/ Union Management | Team Building & Manpower Management | |  |  |  | |
| Career Timeline    **1999-2020**  **General Manager- Operations/Sales & SCM**  **1994-1995**  **Project Engineer**  **1996-1999**  **PPC Officer** |
| exp24x24icons Work Experience  **Aug’99-Jun’20 with M/s Toyota Tsusho Steel Service India., as General Manager- Operations at Gujarat , Sales & SCM at Bangalore Plant.**  *Joined as Engineer and rose to the positions of Senior Engineer, Assistant Manager, Manager, Senior Manager and General Manager leading almost all the departments of the organization during the tenure.*  **Scope of work:** Achieving Operational and business growth objectives by driving Operational and Sales and SCM team of Steel Products. Generating new business opportunities and maximizing the competitive strength of the division for long-term success.  **Key Result Areas:**   * Leading & managing **Plant Operations** with effective utilization of all resources at both Gujrat and Bangalore plants, initiated monthly **P/L analysis**, **AI** [Artificial Intelligence] Projects. * Managing Production, Quality, Safety, Materials, Production Planning, Dispatch, Projects, and Total Productive Maintenance (**TPM**) **TQM, LOTO** activity of the Metal Division * Driving **Greenfield Projects** and effectively dealing with **Crisis Situation** like safety, productivity, management or union issues * Formulating plans & budgets and directing manufacturing operations through **Business Excellence Philosophy** * Establishing Operational Strategic Target **Plan & Vision** for driving business growth to achieve targeted departmental goals & KPIs, maintaining effective cost controls, capital and assets * Monitoring overall project activities and ensuring timely completion; leading projects like Addition of **New Production Facilities, Set-up New Plant, Inventory Reduction, Changing of the Production Pattern, Space Reduction, Upgradation, Automation** & **Digitalization** so on * Monitoring the **loading of machines** as per estimated time plan and guiding supervisors to reach the target by helping them in identifying & eliminating delays and waste (Muda) work * DirectingPlant **Capacity Calculation** for future projects- M/c Capacity, Storage Capacity (Raw Material, FG & WIP), Material Handling Capacity and developing the plan for the expansion or new set-up involving investment for the project * Leading and Controlling of **Direct** & **Indirect** Purchase related activities encompassing negotiation, identification of vendors, requirement specification and offer evaluation. * Applying **Cost Saving Measures** & modifications to achieve substantial reduction in expenditures & work within the budget * Formulating models for engineering activities like **Troubleshooting & Maintenance** for bringing down process control instruments’ downtime to a minimum level. * Ensuring **smooth operations of plant** within the specified operational parameters; conducting **Benchmarking Studies** and identifying scope for planning, implementing & monitoring **Technological Changes** to enhance productivity * Executing **Operational Excellence/ Process Improvement** Initiatives for all the operations at plant. * Implementing stringent **Quality Control Systems** (Kaizen, 5S, Hiyari-Hato & Suggestions) to enhance quality & reduce the rejection rate * Monitoring work sites & any outstanding **HSE issues** and ensuring that the safety is implemented in timeliness of deliverables * Mentoring, motivating & Monitoring the **Performance of Team members** to ensure efficiency in process operations, **Recruiting Personnel** and organizing regular periodic meetings & **Trainings for Staff** for discussing issues and devising solutions for the same   **Highlights:**   * Trained in **TPS (**Toyota Production System**) Lean Manufacturing** System as per training standard of Toyota Motor Corporation-Japan; implemented some of the TPS methods, techniques at company which improved the productivity of work centre * Apart from leading Operational departments also Led **Sales & Purchase** Departmentinvolving inventory management, material yield improvement activity, follow up activity with suppliers, material planning and ordering, risk management activity, material sourcing, evaluation, and usage plan preparation * Monitored & ensured the planning of production as per **Kanban System (Just-in-Time)** of Toyota Plant * Ascertained **Uniform Distribution of Load** to the work centres and contributed towards total yield improvement of steel * Mentored maintenance personnel in setting up **Total Productive Maintenance** System and Spares Management System. * Designed & implemented **Quality Checking System** for different processes and ensured effective running of the entire Quality Assurance System; regularly interacted with customers regarding quality issues * Trained at **Toyota Tsusho Corporation, Toyota Steel Centre, Japan** on Automotive Steel Business and Production Activities * Certified **OHSAS-18001-2007 Series Lead Auditor** from LRQA and Core member of EHS implementation team. * Core and Founder member of **Organizational Safety Committee** * Complete Standardization of **Import/Export** activities for Japan and other countries, Project Import Scheme. * Worked as In-charge of **Technical Manpower Selection** for the division, established a system for entire recruitment process and training of manpower   **Major Project:**   * Successfully Led project titled, **BeeHive** (PPC) & **Steel Centre Advanced Management System**, a sophisticated Production Management System; contributed to system design & development in coordination with Software Developer from overseas. * Successfully Led the project of Design and implementation **Special Transportation system** for Delivery of Steel Products to customers. * Successfully Led the project of implementing **Training Centre** for newcomers and existing members training in Safety, Quality, Maintenance. * Successfully led team in setting up **Cost Reduction System** and Organization to achieve yearly cost reduction targets of organization. * Successfully implemented 3 **Green field Projects** for Toyota Tsusho India at various locations in India along with Japanese and HO team. * Implemented Performance Evaluation and **Career Road Map** system for operational team members and staff of all the Plants.   exp24x24icons Previous Experience  **Jan’96-Jun’99 with M/s Thyssenkrupp Electrical Steel India., Nashik as Production Planning & Control Officer**  **Scope of work:** Responsible for issuing of Day to Day production planning for all the processing lines and reporting of customer order status to HOD and Marketing Dept. Production report and Customer order status report circulation to Plant Head and ERP implementation Leader.  **Key Result Areas:**   * Collection of Work orders, Quarterly Forecast, and various other data’s pertaining to customer from Marketing Department. * Procurement of Raw material for the order’s as per the schedule and releasing the process plan to various production units. * Controlling the production to meet the delivery schedule, specification of customer and reporting the order status to various departments. * Preparation of various production reports which will indicate the productivity, utilization of machine, yield ratio of Raw material etc. which will be studied by management. * Coordinator for computerization of all production units, successfully implemented LAN system to many production units with help of IT department and instrumental in developing the production, planning software. * Responsible for ISO-9002 related activities of department and coordinating with ISO cell during auditing.   **Jul’94-Dec’95 with M/s Siemens Ltd., Mumbai as Project Engineer**  **Scope of work:** Scheduling and implementing the installation, commissioning activity as per the master plan. Supporting, guiding the subcontractor to complete their work as per specification and schedule.  **Key Result Areas:**   * Reporting the progress of the work to consultant, client, company and getting their feedback, incorporating any new requirement. * Ensuring subcontractor is follow the job procedure, standards set by the company and also follow the safe working method.   Technical Skills   * **Operating Systems:** MS-DOS, Windows 9x, Windows NT & Windows 2000 * **Languages:** C, C++, Oracle & Java * **DBMS/ RDBMS:** Oracle and MS SQL Server * **Visual Tools:** Visual Basic * **Web Technologies:** ASP, HTML, VB Script, JavaScript, and XML Technologies   edu24x24icons  Education   * **BE in Industrial & Production Engineering from** Mangalore University in **1994** * **Diploma in Computer Science** from SSI Ltd., Bangalore in **2002**     personaldetails24x24icons Personal Details  **Date of Birth:** 13th July 1972  **Languages Known:** English, Hindi, Kannada, Tulu, Marathi, Tamil, Telugu.  **Address:** Flat No. 206, Panchmukhi Palace, Kempe Gowda Main Road, BHEL 2nd Stage, Rajarajeshwari Nagar, Bangalore- 560098 **Passport Number:** Z5334585 |