 **RAJNISH DIXIT**

**Management Professional**

***Mechanical Engineer with 24+ years’*** *chronicle of success driving benchmarks, setting growth in to manufacturing of Industrial Air Compressors, Vacuum Pumps, Medical Air Units, e- Bus compressors, Automotive, Construction equipment & Farm Implements:*

Strategic Planning Plant Capacity Improvement Budget Preparation Product Costing Operational P&L EBITDA, PBT, PAT, ROCE Cost Benefit analysis Operation Excellence Process & Procedures People & Team Management Strategic Sourcing & VD Audits

Mechanical engineering Professional offering qualitative 24 yrs experience in Plant Operations & Business development. Having an exposure into MNC environment & Work Culture i.e. **Japanese & US base co.** at Management level. Handling plant management & review of performance using indicators in operation management**.** Proficient in mapping, business requirements with proven ability in designing & implementing systems to achieve cost control & financial discipline & enhance the overall efficiency of the organisation.

A Board member actively presenting & participating in business reviews & business planning activities. Exhibiting leadership abilities at organizational level to achieve the budgeted goals. Build & participated in strategic partnerships, negotiations, cost benefit, Customer meets, exhibitions, projects and segmental business analysis. Conducting risk control analysis & implement preventive measures for control.

A dynamic go getter and trend setter with expertise in executing and ensuring optimum utilization of available resources towards accomplishment of corporate / customer goals. Strong analytical & organizational abilities with adeptness in formulating Operational systems, Implementing SOP’s & practices to achieve business excellence at all levels.

**PHONE : +91-9999700542 e-mail :** [**dixitrajnish@yahoo.co.in**](mailto:dixitrajnish@yahoo.co.in) **/** [**rajnish.dixit2152@gmail.com**](mailto:rajnish.dixit2152@gmail.com)

### **Professional Qualification: Bachelor of Engineering** in **Mechanical** From

**Karnataka University**, Dharwad (Belgaum)(1995)

**Academic Qualifications**  **Atomic Energy Central School** (CBSE Board)

* **Key Functions - Operations :**
* **Projects:** Developed and executed a green field project for the manufacturing of construction equipment including Planning of Material, Man Power & Equipment selection. Developed Paint shop, subassembly line, Assem -bly line for Construction Equipment & Industrial Reciprocating Compressors & Vacuum Pumps. Successfully completed project on the machining line for the bright bars of stainless-steel alloys. Technical & commercial discussion, cost estimation. Ghantt Charts, RFQ, CQS, CIJ, ROI & Risk Analysis.
* **Quality & Analytical Skill :** Plant Capacity Utilization, Waste elimination lean tools, Process & Plant Layout, Process flows, Floor area utilization & product Validations/revalidations. Development of TQM/TPM Procedures, RCA, 7’QC tools, 8D, Continual Improvements & Kaizens, ISO-9001-2015 & 13485, Quality Circles, QCDDMSES. Vendor Quality(SQA). Internal auditor for **TQM/TPM** adherence. Development of **SOP’s**, CAPA, Root cause Analysis, Kaizens & Safety, Poka yoka & plant OEE. Owner of process & final Quality. Quality circle Organizer.
* **Customer Service :** Technical Negotiation with customers for Product Selection. Installation and commissioning at Customer’s Sites (**INDIAN RAILWAYS, Ind. OEM’s &Medical equipment segment**). Technical support to customers getting maximum efficiency out of Industrial products, Construction equipment &agricultural implements.
* **SCM & Inventory & Material Management :** Consumables Control, ABC & FSN Analysis of Inventory & its control, Concepts of Maintaining Inventory (ROL & MQL), Maintaining ITR. Non Discloser Agreements, Evaluation & Selection of suppliers, Project & Development Activity Management, Parts & Tools costing, CAPEX, Indigenization/ Localization, Part Validation at supplier End, Alternate Supplier Development, Engineering & Validations activities, Payment, release scheduling, Handling Supply chain as per Forecasting.
* **Costing & Planning :**  Established conversion cost model for manufacturing operations, Analyze & Eliminate Non value adding processes. Maximizing the cost saving. Costs benefit analysis. Production Planning & Control (PPC).
* **Machine shop:** Experience in Machining, CNC & VMC , Lathes, Milling Machines, Centre less Grinding Machines, Boring and Drilling Machines, Super finishing Machines, and Lapping Machines, SPM,s for Peeling & Polishing stainless steel bars, Cold Drawing of SS wires, Machining & Maintaining up to 5 micron quality of Gudgeon Pins , Pistons, Bearings etc. Vacuum Forming of ABS Components for Automobile interiors. Vacuum forming of ABS components for the Automobile interiors on the Wonder pack Machines.
* **Fabrication :** Fabrication ofSheet metal components using MIG welding & SMAW.
* **Assembly** : Plant capacity calculation & utilization, Clean room BARE assembly, Compressor assembly, Time & Motion study, Hydraulic mobile cranes & Compactors, Sub -Assembly of Engine - Transmissions, Gear box assembly, Hydraulic & Pneumatic Circuits etc. Assembly & Fabrication of Automotive seats.   
  **Painting** : Liquid Painting of Fabricated components for Hydraulic mobile cranes & Agricultural Implements in conveyor zed Paint shop.  
  **Testing:** Testing of Hydraulic Mobile Cranes at different loads at recommended distances. Testing of agricultural Implements on Soft ,Medium & Tough Soil conditions.  
  **Utilities/Maintenance:** Preventive maintenance of equipment and machines, Autonomous Maintenance, Paint shop, Oven, Furnaces, Utilities, Pneumatic & Hydraulic tools. **MTBF and MTBR**.   
  **Heat Treatment :** Heat Treatment of Gudgeon Pins & Stainless steel bars.   
  **Die casting :** Casting of PISTONS, Defects control in Die casting like bubbles, UN filled, over filled etc.
* **Man Management:** Trainings to team members and associates on SOP’s, Safety, Leadership skills, Team building, Modern manufacturing methods, Waste elimination etc. Performance review through KRA’s.
* **Training** : Training on MIG welding operation , On Job training on Machine & Equipment operations and Handling. Training on Processes & Floor Discipline. Training on Kaizens & Safety, Team building, Leadership skills, Standard Operating Procedures and Work Instructions. Training on Man management with management by measurement through KRA`s.

**Experience - 1**

**Organization Profile : “Anest Iwata Motherson (P) Ltd.** (Mar-16- Till date.)

* Anest Iwata Motherson Pvt. Limited **(AIM)** is a joint venture between Samvardhana Motherson Group (SMG), India and Anest Iwata Corp, Japan (AIJ). It is into manufacturing of lubricated and oil free Air compressors & Vacuum Pumps for industrial & Medical applications. **AIM** manufactures Industrial air compressors in India offering "Quadra Edge Technology" oil lubricated reciprocating compressors having unique design features, that give it best-in class energy efficiency and oil consumption and "Critical Maintenance Free Technology" oil free reciprocating compressors having patented composite resin made Pistons.

**AIM** also manufactures world's first oil free type scroll air compressor technologically supported by Anest Iwata Japan. Scroll compressors are noise free and are applicable for auto industry in braking application in **e-buses** and **medical equipment** for hospital segment.

**TURN OVER** : **: INR 2 Bln.**

**DESIGNATION**  **: Head (Operations)**

**LOCATION : NOIDA & SURAJPUR(GREATER NOIDA)**

**JOB PROFILE** :

* Identify and refine/build quantifiable business matrices across all departments. Strong analytical and problem-solving skills. Perform basic/in-depth analysis to review efficiency and productivity.
* Overall responsible for in house Machining of all compressor parts at Noida plant & Fabrication, Painting, Assembly, Testing & Delivery at Greater Noida plant.
* Responsible for Rejection Reduction Control, Manufacturing Process Control, In Process Quality Control.
* To Delivery of products as per customer requirement & Maintaining Plant OEE. To Delivery of products as per customer requirement. Drive continuous improvement (Kaizen) at Plant.
* Proactively build a culture of Safety with zero accidents, strict adherence to Statutory Compliance. Maintaining harmonious Trust based Industrial Relations with employees and workmen.
* Lead the Planning, Implementation of changes to technology, Machinery and Equipment, Process Methodology. Review the Consumption & Inventory status of Indirect Process Material on weekly basis with respect to approved budget.
* Perform reverse calculation on existing metrics to identify gaps in efficiency and productivity.
* Being the think tank, ideating and implementing initiatives that streamline operational processes.
* Implementation and optimization of processes and supporting technologies to gain efficiency.
* Control Direct & Indirect Manpower with minimum overheads and RMC in line with the budget submitted.
* Develop and institutionalize key metrics for tracking the operational efficiencies of the delivery units across divisions. Provide guidance on controllable factors for planning purposes and re-forecasts.
* Accountable for setting up cost per person & cost of output metrics across divisions. Drive efficiency measures that lead to cost control, given the desired quality levels (direct & indirect).
* Monitor, analyze and improve last-mile operations efficiency and capacity. Plan, manage and support all operational initiatives.
* Preparing and submitting Annual Budget for both plants capital requirement, Maintenance/ Repairs, Production ,WIP & Savings and expanses etc. Review of all KPI’s in Monthly MRM.
* Performing and documenting independent test of controls to ensure compliance.
* Provides meaningful business insights and management reporting through analysis of data and trends.
* Ensure efficient collaboration and co-ordination between relevant departments including procurement, distribution and management.
* Initiates and coordinates major projects (e.g., plant layout changes, installation of capital equipment, major repairs, etc.).
* Ideating and implementing lesson learned to operation management system to improve the cost and quality.

**Experience - 2**

**Organization Profile : “**BERI UDYOG Pvt. Ltd. (Dec-2013- Feb-16.)

The company is the largest manufacturer of Agricultural Implements in India. The company is occupying the largest market in India with Exporting Implements to Europe, America, Canada, South East Asia & Africa. It is certified with ISO :9000: 2008/ ISO-14001:2004 & OHSAS 18001:1999. The Company is Manufacturing 30 types of Agricultural Implements for all types of soil and capacity & having modern Machining, Fabrication and assembly lines for Trailers & Farm Implements.

**TURN OVER** : **: 3 Bln**

**DESIGNATION**  **: DGM(Operations)**

**JOB PROFILE** :

* Cascade and execute production plans and adjust operational activities by situation assessment according to available information and resources for **optimum production performance** (manpower, material and machine) and production attainment.
* Related to **work measurements**, **productivity improvement**, **cost** reduction and implementation. Ensure products are produced at highest grade, complied with customer specifications. Cultivate high morale within company’s workforce as well as customers. Responsible for the day-to-day operations, management and plant activities management.
* Manage the evaluation and subsequent revision of all **work methods** and workflow for all function s to ensure they are ergonomically correct. Directs the effort to establish and maintain “**Best Methods**” for all job functions. Ensure work place safety and effective communication of Safety, Health and Environment to all team members.

**ACHIEVEMENTS :**

* Developed work station design and process layout / modification in the existing layout to optimize the flow of process. Measure, analyze and control line performance and labor variance by using systems/ tools.
* Manage the development and maintenance of an **accurate and effective** work measurement system. Ensures effective productivity measurements are established for identified functions in the plant.
* Developing process concepts for production optimization, **yield** improvement and formulating guidelines for the sequencing of manufacturing activities on the shop floor.
* Developed layouts, Process flow , Material handling systems , Consumables management , Trainings , People performance rating with KRA’s.

**Experience - 3**

**Organization Profile** **:** “AMBICA STEELS LTD” Ghaziabad(May-2012-Nov’13) Ambica Steels Ltd. Is an ISO :9001: 2000/ ISO-14001:2004 & OHSAS 18001:1999 certified company with the Manufacturing Capacity of 80,000 Metric Tones of Stainless Steel Bars for Pumps, Valves, Hydraulics, Oil & Gas Components, Fasteners, Fabrication, Precision Components, Aerospace Components. It is the most preferred supplier among the 50 Nations world wide.

**DESIGNATION**  **: DGM(Unit Head)**

**LOCATION : SAHIBABAD SITE -4. (2 Plants)**

**JOB PROFILE** :

* Capacity utilization by eliminating wastages during Heat treatment processes.
* Continuous Cost Improvement activities to compete the Bottom Line.
* Developed Effective sources for the procurement of right Parts.
* Balancing the Heat Treatment plant with the Machining Plant.
* Machining of Stainless steel Bright Bars (Round, Flat, Hex & Square shaped).
* Conceptualizestrict measures in system & equipment to optimize resource / capacity utilization
* Controlling/developing action plans for **Continual Improvement** in production and quality management system.
* Study & analysis of processes to make modifications in operations.
* Rejection Cost, Tool Cost & Consumable Cost Control Analysis & Countermeasures.
* Non Value Added Time reduced by **12%** in order to reduce **Inventory Cost.**

**Experience - 4**

**Organization Profile** **:** “DANBLOCK BRAKES INDIA LTD”.Sonepat.(Jan 2011-May2012)

M/s Danblock Brakes India Pvt. Ltd. ISO/TS 16949:2002 Certified, a subsidiary of “**DANBLOCK BRAKING HOLDING”** APS –**DANMARK**, Headquarter **M.A.T. Group, Chicago U.S.A.** DANBLOCK Manufacturing High Quality Friction products for passenger cars & commercial vehicles. It is 100% EOU (Export Oriented Unit) which supplies brakes to **Toyota motors, Ford, Mercedes Benz, General motors, Delphi Automotive** and many other world reputed Automobiles companies. Total capacity of production is 10 million sets per month.

**DESIGNATION**  **: Sr. Manager (Unit Head)**

**JOB PROFILE :**

* Adept in managing production operations, **streamlining processes** / **procedures** to facilitate smooth production process & enhance productivity.
* Manage the development and maintenance of an accurate and effective work measurement system Facilitating productivity enhancement by **line balancing**, removal of **bottlenecks**, deletion of **non-value** adding activities on Production Floor.
* **Task master** for the given activity with ability to pull all the aggregate (team work) to achieve the goals.
* **Balancing** the shot blasting line with the Pressing line and with the finishing line.
* Strict adherence to achieve the deadlines for American & European Customers.
* Strict adherence to Quality parameters of the Product.
* Maintaining best practices for adhering **cycle time** & reduction in **down time**.
* Measure, analyze and control line performance and labor variance by using available systems / tools.
* A team player for the Implementation of continuous improvement process by reducing wastages.

**Experience - 5**

**Organization Profile** **:** PLS (EP) LTD. Ghaziabad.(Dec 2005-Dec 2010)

**COMPANY PROFILE:** Company is one of the Construction /Material Handling Equipment manufacturers in India and franchises with ASHOK LEYLAND. The company manufactures a wide range of **Construction equipment and material handling equipments** ranging from wagon mounted cranes, telescopic and lattice Boom mobile full slew cranes up to 80 ton capacity and pick and carry telescopic and lattice Boom cranes up to 14 ton capacity cranes. **DESIGNATION**  **: AGM (Unit Head)**

**JOB PROFILE :**

* Carrying out Fabrication of Components, **Assembly** of pick & carry Hydra cranes & compactors, **testing**, **in process inspection** of cranes & compactors, **Material planning** , **Negotiation** with the vendors for **on-** **time shipment**, **Production Planning & control** of Assembly, Sub-Assemblies & Liquid Painting lines.
* **Line Balancing** between Fabrication, Liquid PU Pre-painting of components, sub-assembly line, Assembly line, Roll out ,Testing & PDI.
* Fabrication of components, Defects analysis of testing, Process improvements, Kaizens.
* Validation of Load test of different load capacity cranes and development of BOM.
* Build “**lessons learned**” database with active links to milestone check-lists.
* On job Training. Work effectively with **external resources** and ensure to meet business requirements.
* Identifying both tangible and intangible impacts on a business process, function or department usually over time, based on criticalities.

**ACHIEVEMENTS**

* Developed the Liquid PU Pre-painting Line, assembly line & Sub –Assembly Line for the Pick & Carry Hydra cranes & Compactors. Automation of engine -Transmission assembly.
* Developed the Processes, Lay outs, Material flow, Methods for the assembly of Pick & carry Hydra cranes.
* Introduces modern methods for improving the manufacturing methods and increase Line capacity by 30%. Improved final product quality using quality tools. Established zero roll out defect in the machines.
* Implementation and optimization of processes and supporting technologies to gain efficiency
* Adroit at controlling quality at Source, process, pre-dispatch and at Supplier location.

**ADDITIONAL RESPONCIBILITIES:**

* Handle **Customer complaints** including physically visiting customer site and Handling Issues relate to crane operation and customer training for crane operations.
* Heading customer support function for Slew cranes & Maintenance of equipment in assembly and Paint shop. Handling maintenance of all the Pneumatic tools with mechanical breakdowns of all the equipments in the company.
* Organizing weekly preventive maintenance of Liquid PU paint shop & Kaizens for improving productivity, handling & reducing fatigue.

**Experience - 6**

**COMPANY** **:** **PINNACLE INDUSTRIES LTD).(2001-2005)**

**GROUP** **:** FORCE MOTORS LTD. Pithampur –Indore.

**DESIGNATION** **:** **MANAGER PRODUCTION**

**COMPANY PROFILE :** Manufactures of **Automotive seats** in Co-operation with Saporitti ITALY & voogle GERMANY. Major OEM’s Customers areForce Motors, Ashok Leyland, Eicher Motors, Hindustan Motors, Telco & State transport corporations .

**JOB PROFILE :**

* Line balancing between **Seat Frame Fabrication**, Paint shop & **Seat Assembly Line**.
* Vacuum Forming of ABS components & seat assembly as per the Production plan.
* Pre Planning daily production schedule and machine loading schedules.
* Man management, shop floor discipline, 6’S & On job training. Maintaining In-Process Quality standards as per the customer requirement. Optimizing cycle times at various stages of assembly line.
* Reducing Material wastage by effective methods of Material handling and distribution.
* Implementation of Kaizens and reducing reworks.
* Adherence to the Product delivery schedules at right time.

**Experience - 7**

**COMPANY : P.H.B. ENGG. LT.D ISO 9000 COMPANY,**

**“BENARA” GROUP. (1995 to 2001)**

**COMPANY PROFILE : Manufacturers of Automobile Engine Components**

Pistons, Gudgeon pins, CR Bearings, Main bushes, Main Bearings, Cam bushes, small end bushes, Cylinder Blocks, Liners for OEMs/Export/ Local market for various type of Otto and Diesel Engines.

##### **DESIGNATION : MANAGER [Manufacturing]**

**JOB PROFILE :**

* Monthly analysis of Plan vs Actual production quantity, **Material rejections** & break down hours. Monthly analysis of requirement of input material used & re-worked quantity of pieces.
* Preparing **process flow charts, control plans** and stage inspection reports for various line processes and improvement in machines and machining processes. Preparation of Job work instructions for operators and **Line balancing.**
* Hands on Experience in Lathes, Centre less Grinding Machines, Boring and Drilling Machines, Super finishing Machines, and Lapping Machines, SPM,s for Peeling & Polishing stainless steel bars, Machining & Maintaining up to 5 micron quality of Gudgeon Pins , Crankshafts, Cylinders, Pistons, Bearings. Machining & Heat treatment of Gudgeon Pins including **Carbonizing, Hardening, Tempering, Phosphating** and **Quenching**,
* Control of Critical Processes & solving day-to-day Production and Quality problems.
* Production Planning of **Casting of Pistons** , Machining & Maintaining In process Quality.
* Implementing Corrective and Preventive Action for the non-conformities that are observed during Audit inspection of piston, Gudgeon pin & Bush bearing plants & discuss in MRM (Management review meeting) held monthly.

**Computer Knowledge :** MS. Word, MS Excel, Working knowledge **of SAP in version** **7200.1.3.1054, Auto - CAD.**

**Date of Birth : 8th March 1969**

**ADDRESS**  : **149,GT Road, T-12/102, Parsvnath Regalia, Sahibabad Gzb (UP)**

**India -201005**

**Rajnish Dixit**