HARI PRASAD TIWARI  
6, Laksh Township, Jitodiya Road,  
ANAND, Gujarat, India  
Mobile- 09558453124 / 8401210222, E-mail- hptiwari2011@gmail.com  
------------------------------------------------------------------------------------------------------------------------------------------------------FOOD PROCESSING/ DAIRY / CONFECTIONERY/ SEED / FMCG INDUSTRY

--------------------------------------------------------------------------**0BJECTIVE:-**

Seeking top management assignment as COO/CEO/Head Operations /Profit Centre Head/VP / AVP/ GENERAL MANAGER with a company of repute in food processing / Dairy/ Seed & FMCG Industry.  
  
**PROFILE** :-

1. **GENERAL MANAGER- OPERATIONS :- January 2018 – December 2020**

**VIZEBH AGRI SCIENCES PVT LTD., Kurali , Taluka – Karjan, Dist.- Vadodara is** leading private Dairy having capacity of 1 LLPD Milk processing. They are producing various variants of liquid milk, butter milk, curd, paneer, white butter, ghee, flavoured milk , sterilized milk and Shrikhand. They are only co-packer of PARAG MILK PVT. LTD., GOWARDHAN BRAND MILK AND BUTTER MILK.

1. **GENERAL MANAGER ( PROJECT HEAD) September 2017 – December 2018**

**GANAPATI MILK PRODUCTS PVT. LTD., Jamshedpur (Jharkhand) -**

GMPPL is a frenchise unit of AMUL BRAND MILK AND MILK PRODUCTS, Directly working under Gujarat Milk Marketing Federation, ANAND, Gujarat. This was a new coming up unit. I was Technical head of the Project. This unit was Designed, sourcing of equipments, negotiation and finalizing equipments suppliers, Monitoring Construction of building as per design, ensuring quality of construction, Erection and fabrication, Commissioning and running of dairy Unit and recruitment of required staff, traing to all staff for their assigned jobs and maintenance.. Completed this dairy project with the help of Consultant...This unit will be manufacturing all type of liquid milks, curd, butter milks, butter and ghee on the brand name of AMUL.

1. **GENERAL MANAGER – OPERATIONS, January 2015 – June 2017**

**Location :- Janampet near Mehboobnagar**

**Vibha Agrotech Ltd.**, Hyderabad is one of the largest seed manufacturing, Processing, Packing, Marketting ,research & development industry from last 15 years. It has one of the largest and modern, imported processing equipments like cob dryer plant,, cotton delinting plant in india. Company is selling 10 field crops, 15 cotton crop varieties and 30 vegetable crop variety seeds in india. It has larget manufacturing facilities, build up in 105 acres of land situated in village janampet, near Mehboobnagar in Telangana..

I am sole incharge of all plant operations, handling 300 casual labours and 25 staff members. Corporate office situated in hitech city of Hyderabad.

1. **KAIRA DISTRICT CO-OP. MILK PRODUCERS’ UNION LTD.,(AMUL DAIRY), ANAND :-**

**HEAD BAKERY UNIT January 2014 – Dec 2014**

Amul dairy has established a bakery plant to meet local need of bakery items in Gujarat .They are manufacturing Breads, toasts, buns, Pav, pizza base, khari, cookies cakes etc. This plant is situated in Tribhuwandas Food Complex, Magar near ANAND.

1. **KRISHIDHAN SEEDS PVT. LTD., Jalna (Maharastra) Dec 2010 –DEC 2013**

The company is acknowledged as one of the top five seed companies in India. It is only company having foreign investment partnership and manufacturing facility in Holland.  
  
**GENERAL MANAGER- SCM** **(Processing)- (Posted at ANAND, Gujarat)**  
**Highlights of responsibilities:-**

. \* All over India to ensure efficient Seed processing, packing and supplies to meet

market demand.  
. \* Streamlined supplies to the nearest marketing depots, Warehouses as per

marketing requisitions.  
. \* Receiving materials, Processing , Treatment, packing , acquisitions, contracting, hiring processing plants, logistics, warehousing as per requirement to meet marketing plans in consonance with overall business plan of the company.  
.\* Plan and achieve agreed top and bottom line targets to achieve planned growth targets.  
\*Allocating targets to every employee and setting their KRAs.  
\* Plan, manage manpower, machineries and other resources to extract optimum output.  
\* Develop and maintain business relations with Government officials, suppliers, vendors to ensure required results in time  
\* Keep track on the practices of competing companies and develop corrective and preventive actions  
\* Support manufacturing operations by helping them control their operational expenses through proper loading to manage budgets.   
  
**6. MAHARASTRA HYBRID SEEDS CO. LTD. , JALNA (Malkapur -Dhanora, Distt- Buldana ), MAHARASTRA.**  
The Largest multi-location ISO-9001:2000 Company with pioneering status in seed production, processing and marketing with 7 processing plants, 3 R&D centers, 26 production centers, 25 marketing depots. The company's group turnover is in excess of Rs. 1500 Crores and Dhanora plant being the largest processing unit contributes 50% to volume and 60% to overall seed businwss turnover.  
  
**WORKS MANAGER Jan 2006 - Nov 2010**

. Managed entire operations of the plant with overall responsibility for processing and packing productivity targets. . Contributed strategic and operational drives across all functional domains including- administration, Technical, Quality, Engineering, Maintenance, Financial, legal, political, Purchases, logistics, warehousing etc to facilitate realization of defined profitability targets as profit center head.. Consistently delivered superior performances and exceeded business targets year on year.. Controlling all disturbances from local political persons, Govt. officials, suppliers, labours and hamals.

1. **Bharuch District Co-operative Milk Producers' Union Ltd., (Dudh Dhara Dairy),**

**Bholav, Bharuch. (Gujarat)**  
Accredited as one of the 12 Member Unions of Gujarat Co-operative Milk Marketing Federation, Anand producing and marketing milk and milk products internationally on the brand name of AMUL & SAGAR.  
  
**GENERAL MANAGER (CEO). Sep 2002 - Dec. 2005**  
. Entrusted with overall responsibility to manage entire operations of Milk Producers' Union having 536 registered Milk Procuring Co-operative Societies, 410 Milk Sales retailers, processing 1,00,000 liter/day milk, 215 permanent employees and 40,000 producer members.. Provided comprehensive leadership to manage all functional domains including - Procurement, Processing, Quality Control, Engineering Maintenance, Sales, Marketing Administration, Accounts, Finance, Legal Matters, Government liaison, planning, budgeting and execution of Prospective development Plans, given by Marketing Federation and NDDB.. Coordinated with elected CHAIRMAN, VICE CHAIRMAN and Board Members for policy decisions.

. Effectively managed all strategic matters including deciding procurement and Sales prices, employee welfare, salary settlement and handling of Employee Union as Profit Center Head, . Transformed this heavy loss making unit to viable entity and retained its GCMMF membership by procuring required avg. milk procurement per day and achieved growth in procurement by 25% in two successive years. Successfully overcame many administrative and political hurdles and left Union with Rs. 2.0 Crores Deposits with bank.  
  
**9. HATSUN AGRO PRODUCT LTD. CHENNAI,(Dairy Division) at Belgaum Unit**

**(Karnataka)**  
The Largest private Liquid Milk (30,00,000 lpd) handling & Ice-cream selling Company in South India having Corporate Office at ,Chennai and selling products in Tamil Nadu, Karnataka, Kerala, Goa , Maharashtra State and Shri Lanka under the brand name of AROKYA & KOMATHA MILK and ARUN ICE CREAM. Company has Nine Milk processing and packing plants in Tamil nadu, KARNATAKA, Kerala and Shrilanka.  
  
**GENERAL MANAGER (Technical) Jan 2001 - Sep 2002**  
. Assumed total responsibility for entire operations of 1,00,000 liter/day milk processing capacity unit including procurement, processing, Packing, Distribution, finance, Purchase, administration and implementing growth plans. Reported to MD/JMD at H.O. as Profit Center Head.

**Achievements:-**

. Revamped entire operations of this unit plagued with huge cash losses with milk procurement of just 5000 LPD and sale of 20000 LPD. Successfully reversed the trend within 2 month and turned it to a profitable unit. Recorded increased milk sales to 45,000 liter /day and procurement to 25,000 liter/day with in six months.  
. Established two chilling centers having capacity of 20000 liter/day each and one Ice-cream cold storage and launched milk in Pune.  
  
**10. CANDICO (I) LTD., NAGPUR, MAHARASTRA**  
(Sister concern of M/s Bakeman's limited, Patiala) Is the fastest growing Confectionery Company, manufacturing Candies, Toffees, Chew Toffees, Chewing Gum, Bubble Gum, Compressed Mouth freshener Tablets (Mint-O & Polo), Coated Gums, Coated Candies & Nuts, Bread, Pav, Buns, Cakes, Toasts etc. Sancorp Eurobase Ltd., is a subsidiary of Candico (I) Ltd., is an ISO 9002 company and is only Gum base manufacturing company in India in technical collaboration with M/s Eurobase International N.V., Belgium. It also manufactures Flavours in collaboration with M/s CURT GEIRGY, Germany.  
  
**MANAGER (Co-ordination) Jan 1997 - Dec 2000**  
\* Set up perfect cross functional coordination covering production, Marketing, Accounts, Purchase, Maintenance, Stores, Corporate Office, Sales, Excise, Personnel, Quality Control Department and Suppliers, Contractors, Government Authorities and all other outside agencies/organizations - to ensure hasslefree unit operations.  
\* Assisted the Chief Executive Officer in his day-to-day functions. Independently handled assignment of implementing New Projects.  
\* Coordinated with M/s Nestle (India) Ltd., M/s Nutrine Confectionery Co. Ltd., M/s Parry Confectionery Ltd., M/s Gum (India) Ltd. and M/s Hindustan Lever Ltd for manufacturing their products on job work basis.

**Achievements:-**

\* Successfully managed expansion project with outlay of Rs. 5 crores during year 1997-99 for setting up new plants for manufacturing of Compressed Tablets, ChewToffee, Coated candy Products, Eclairs and Gum base.  
\* Managed Fabrication of 1,25,000 Sq. Ft. Air-conditioned area and Hot Air Coating systems.  
.\* Member of Product Development Team, Quality Circle, SGA, Appointment committee, GMP Implementation, Systems Development and Training.  
  
**11. KAIRA DISTRICT CO-OPERATIVE MILK PRODUCERS' UNION LIMITED, (AMUL**

**DAIRY) Anand**  
**Technical Officer / Superintendent & Plant Manager. Sep 1979 - Dec 1996**  
**Plant Manager, Bread Spread Plant (Table Butter substitute) Apr 1992- Dec 1996**

. Liaised with National Dairy Development Board (project Consultants) and Larsen & Toubro India Limited (Project Executor) to facilitate Commissioning of a fully PLC Controlled computerized plant- First Unit of its kind in India for food product manufacturing. I was Plant head since laying down of building, Erection , Comissioning and running the plant.

**Superintendent (Technical) September 1979 - April 1992**

. Managed manufacturing operations of Amul Chocolates, Malted Milk food (Nutramul), Ready-to- eat foods (extruded Gathiya), Weaning Foods (roller dried Balamul baby food), Milk and milk products like Table butter, Cheese, Ghee, Milk Powder, Casein, paneer, flavoured milk , Shrikhand, gulabjamun, ice-cream, butter milk etc.

. Successfully handled all operational activities of the unit including - machines operations & Maintenance, Labour management, Materials procurement, requisition, and wastes control. Coordinated with central purchase section for RM & PM Requirement, at head office.  
  
**SPECIAL ASSIGNMENTS:**

1.. Conducted Energy Audit at Mogar Food Complex, Mogar (Amul Dairy) and Candico (I)

Ltd., Nagpur. All Recommendations were appreciated & implemented.  
2. Conducted 'Kaizen & Good House Keeping' training session as a Trainer for 200 employees of Amul's Mogar Food Complex.  
3.. Worked as Management Representative of M/s Sancorp Eurobase Ltd. To facilitate implementation of ISO 9002-2000 Quality Management system.  
.4. Carried out Comparative study of 'PRODUCTION PLANNING AND PRODUCT

COSTING' for Dudhsagar Dairy (MEHSANA) & Amul Dairy, Anand as a partial

Fulfillment of MBA Programme in year 1991-02.  
  
**EDUCATION:-  
1.. M.B.A. (PGDRDM)- (Ist OYP Batch)** Spl. -Operations /Finance/Marketing Management – 1992 Institute of Rural Management (IRMA), Anand, Gujarat.  
.**2. B. Tech. Chemical Tech. (Food Technology)** 1979 from H. B. T. I., Nawabganj, Kanpur (U.P.)  
**3. B. Sc.**:- (Kanpur University), 1976  
  
**Advance Trainings Attended:-**

.1. Training programme on 'Orientation course in Chocolate and confectioneries' at

C.F.T.R.I., Mysore in Year 1988 for the period of one month..  
. 2. Completed INTERNAL AUDITOR TRAINING COURSE, From QUALITY

MANAGEMENT INTERNATIONAL (A Division of Worldwide Quality Management

Network Ltd., LONDON, UK) for the purpose of getting Approved Auditor Certificate for

Auditing & Maintaining ISO 9000 Quality Management System.  
.   
**Computers knowledge:-**. Windows, MS-Office (Excel, Word, Power point), IC2X Industrial Automation System, U-84, E-MAIL, INTERNET, Intranet and ERP SYSTEM ( SAP).  
  
**Date of birth: 19th December 1957 ( Age- 63 years)**  
**Salary Drawn:**- Rs. 15,00,000/- Per Annum.plus accomodation.