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| **Sudhir Kumar Sinha**  Address: 68, Ishwarpuri, Sector - 12, Indira Nagar, Lucknow - 226016, India  Mob: (+91)7309747269 / (+91)7395024466  Email: [sudhir3700@yahoo.com](mailto:sudhir3700@yahoo.com), sudhir.sinha44@gmail.com  Date of Birth: 20 June, 1966 |  |

**Objective:**

A senior position in the reputed Food / FMCG industry with major responsibilities that will effectively utilize my Leadership, Organizational, and Techno-commercial skills.

**Summary:**

B.Sc. (Chemistry Hons.) + Food Technology (Two years PG Associateship in Fruits & Vegetable Technology, Eqvt. to M.Sc.) + PG Diploma in Management + PG Diploma in Marketing Management + 26 yrs of working experience in leading Food Processing and Beverages manufacturing industries as under:

1. Parle Agro Pvt. Ltd., Mumbai / Goa, as **Factory Manager**.

2. Dharampal Satyapal Ltd., Guwahati, as **Associate Head – Production**.

3. Fruit Processing Plant of Mother Dairy Foods Processing Ltd., Bangalore, as **Manager-Operations**.

4. African Foods & Beverages SPRL, Kinshasa, D R Congo (Africa), as **Directeur de Production et Vente**

5. Balan Natural Food Pvt. Ltd., Bangalore, as **Factory Manager cum Profit Center Head**

6. Universal Industries Ltd., Malawi (Africa), as **Technical Manager**.

7. Eau Minerale Febe’ (E.Mi.F.), Yaoundé, Cameroon (Africa), as **Factory Manager**.

8. Rehmat Beverages & Foods (TNZ) Ltd., Dar es Salaam, Tanzania, as **Plant Manager**.

9. Future Focus Infotech FZE – Infosys, Dubai, UAE, as **Food Process Manufacturing Domain Expert.**

10. Vaishvik Foods Pvt. Ltd., Pune, as **Head – QA & QC**.

**Key Skills:**

**Overall Factory Administration & Management; Production, Quality and Food Safety Management; R&D and New Product Development; Vendor Audit & Development; Inventory Management, Costing & Budgeting; Primary & B2B Sales; Liaison with Govt. / Semi Govt. bodies for statutory & regulatory matters.**

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| **Total Years of Experience** | 26+ Years |
| **Current Location** | Lucknow, India |
| **Location Preference** | Anywhere |
| **Joining Period** | Immediately |

**Academic Qualifications:**

* B.Sc. (Chemistry Hons.) from Banaras Hindu University, Varanasi in the year 1987.
* Two yrs. PG Associateship (eqvt. to M.Sc.) in Fruits & Vegetable Technology from State Institute of Food Processing Technology (formerly Govt. Food Preservation & Canning Institute), Lucknow in the year 1990.
* PG Diploma in Management from IGNOU, New Delhi in the year 1999.
* PG Diploma in Marketing Management from IGNOU, New Delhi in the year 2001.
* Six months Certificate in Computing from IGNOU.

**Professional Training Attended:**

* One week training on “Packaging of Processed Foods – modern concepts” at Central Food Technological Research Institute, Mysore.
* Food Safety ISO 22000:2005 Lead Auditor Course at BSI India, New Delhi.
* FSPCA Preventive Controls for Human Food (USFDA – PCQI) training.
* NSDC Certified Assessor training for Food Processing Sector under PMKVY Program.

**Experience:**

**Presently working as Freelance Consultant for Food Processing & Beverage manufacturing industries and associated with:**

* Fresh Frozen Foods, Udham Singh Nagar(Uttarakhand) as Consultant - Quality & Business Development.
* Pearl Malt Pvt. Ltd., Delhi as Consultant – Business Development.
* Sunrise Naturals Pvt. Ltd., Mumbai as Consultant – Quality Affairs.

1. **Feb 2016 – Oct 2018 at Vaishvik Foods Pvt. Ltd., Pune**

**Designation :** Head QA & QC

**Reporting to :** MD

**Job Profile :**

* Head – QA / QC and Food Safety Team Leader of the BRC, NPOP, & HALAL certified plant manufacturing **Frozen (IQF) Fruits & Vegetables** (for exports to Europe), **Snacks / sweets** **Instant Mixes** (for General Mills and own brand Eatwell), **Flavoured Sugar Syrups** (for Orana India), **Canned Vegetables & Tomato Products** (for Domino Pizza), **Retorted Jackfruit Spicy Curried Products** in pouches (for exports to USA), and **Fruit Jam, Ketchup** & **Pickled Baby Corn** in glass jars/bottles (for a Hong Kong based buyer).
* Identification of potential international / local buyers, investigation of their needs, and sending product samples accordingly for their approval & sales orders.
* Preparation / review of Quality & Food Safety documents, and implementation of Food Safety Policies in the plant.
* Responsible for Quality Control & Quality Assurance of – Raw & Packaging Materials, WIP Materials, and Finished Goods as per the BRC V7 standards / FSSAI / customers’ specifications / company standards.
* Responsible for Quality Audits - such as BRC Audit / Customers’ Audits / Internal Quality Audits / Vendors’ audits.
* Investigation of customers’ complaints and appropriate reply to the customers, CAPA implementation and its effectiveness.
* Maintaining change control system with regard to process, equipment and documents.
* Review and approval of all validation protocols, various equipment and instruments qualifications.
* New product development and coordination for technology transfer to production.
* Responsible for proper working of WTP & ETP and disposal of wet & dry waste from the plant.
* Liaison with FSSAI, Legal Metrology, & MSPCB.
* Validation of outsourced Pest Control and Hygiene/Cleaning Program in the plant.
* Facilitate and impart training to the employees/food handlers related to food safety & quality.

**Achievements:**

* Got BRC “A” grade for quality audits during the years 2016 & 2017**.**

1. **May 2015 – Aug 2015 (3 Months short term contract) at AGI – Infosys eTransform Project, Dubai, UAE**

**Designation :** Food Process Manufacturing Domain Expert

**Reporting to:** Program Manager – Infosys

**Job Profile:**

* Worked as Process Manufacturing Consultant (B2P) for **e-Transform Project (implementation of Oracle R12**) of Al Ghurair Investment LLC – One of the major business houses in UAE, having business of Food Grains Processing & Trading; Flour Mill; Poultry & Cattle Feed Mill; Edible Oil Seeds (Canola, Soya bean, & Sunflower) Crushing, Extraction & Refining; Pasta & Noodle Manufacturing; Oats Flakes Manufacturing; Pulses Processing; and Poultry Farm (Layering).
* Preparation of detailed production process, quality control & assurance flow diagrams (MS Office Visio) and conducting workshops for “As is Process” for identification of gaps in existing manufacturing process and giving “To be” solutions based on industries’ best practices, for all the plants.
* Identification of KPIs and Reports requirements for Al Ghurair’s production units and doing “fit/gap” analysis for the same with Oracle R12 Apps.
* Giving suggestions for the required customization in Oracle R12 App.

1. **July 2013 - June 2014 at Rehmat Beverages & Foods (TNZ) Ltd., Dar Es Salaam, Tanzania (Africa)**

**Designation:** Plant Manager

**Reporting to :** Director – Operations

**Job Profile:**

* Head of the EOU plant manufacturing **ready to drink fruit beverages** in gable top laminated paper cartons(1.0 L) and in in-house produced PET Bottles (1.0 L & 0.5 L, Hot Fill).
* Development of fruit juice / pulp based RTS beverages (Rimjim Mango and Rimjim Orange), technology transfer and production process standardization.
* Procurement of plant & m/cs, raw & packaging materials, and utility consumables.
* Recruitment of manpower and conducting training on GMP, GHP, 5S, GLP, and Chemical & Microbiological analysis techniques to enhance skills of local employees.
* Development of Quality Systems and implementation of QA & QC norms as per the TFDA and TBS standards.
* Liaison with TFDA (for importation of raw materials and label approvals of finished goods), TBS (for process & product approval), and TRA (for customs clearance).

**Achievements:**

* Developed Rimjim Mango and Rimjim Orange brands of RTS beverages in gable top laminated paper packaging and launched the same in export and local markets.

1. **Oct 2012 - Feb 2013 ( 3 months short term contract) at Eau Minerale Febe’ , Yaoundé, Cameroon, West Africa ( Fokou Group Co.)**

**Designation :** Factory Manager

**Reporting to :** Directeur Delegue (MD)

**Job Profile:**

* Head of the Production, Maintenance and Quality functions of the plant manufacturing **Natural Mineral Water** (Brand: Le’ Febe’)
* Overseeing overall Procurement activities, implementing effective techniques to bring efficiency in operations, improve quality standards & achieve maximum cost savings
* Market Research & Test Marketing to standardize and to launch the product in the market.
* Setting up of Chemical & Microbiological Laboratory and giving training to the local employees.

**Achievements:**

* Successfully launched Le’ Febe’ brand of Natural Mineral Water in 0.5 L, 1.5 L PET bottles, and in 15 L PET jar and

established marketing / distribution channels for the same within 4 months of short period.

1. **July 2010 - Aug 2012 at Universal Industries Ltd., Malawi (Central Africa)**

**Designation**: Technical Manager

**Reporting to** : M.D.

**Job Profile**:

* Head of the proposed projects of Fruit Processing and Bottled Drinking Water plants.
* Technical, Product Development, and Quality Head **of Fruit Squash** (Brand: Frooty), **Bottled Water**, and **Maize Grits Extrusion** (Dry extrusion Savoury Snacks, Brand: Kamba) Plants.
* In-charge for “point of production to point of consumption” – for Nyika Springs Bottled Drinking Water.
* Executing cost saving techniques / measures and modifications to achieve substantial reduction in Operations expenditures and work within the budget.
* Ensuring good manufacturing practices are being followed and ensuring strict adherence to quality standards set by UIL and MBS.
* Liaison with Malawi Bureau of Standards (MBS) for quality compliance of existing and new products.

**Achievements**:

* Did the research work and presented the technical project report on “Value Addition to Indigenous Produced Fruits” to the BoD.
* Setup the Bottled Drinking Water production line, standardised the product and setup marketing channels for the same.
* Got “Mark of Quality” certificate from MBS to print on labels of bottled water (Nyika Springs Water) and fruit squash (Frooty Orange Squash) to give confidence of commodity’s reliability to the consumers.
* Established Chemical and Microbiological testing laboratory as per the standards of MBS. Conducted training on GMP, HACCP, 5S and Chemical & Microbiological analysis of water to educate the local employees.
* Represented the company to get necessary amendment in the MBS to use artificial sweeteners as sugar substitute in fruit squash (°Brix in the Fruit Squash standards brought down to 25° from 30°Brix because of high cost of Sugar in Malawi)

1. **May 2009 – June 2010 at Balan Natural Food Pvt. Ltd., Bangalore**

**Designation** : Factory Manager cum Profit Center Head - Kundli (NCR) Plant

**Reporting to**: M.D.

**Job Profile**:

* Head of Operations and Sales of the factory manufacturing **fruit juice / pulp based beverages** in Tetrapak, PET bottles (hot fill), and in PP cups.
* Demand Planning and resources allocation.
* Identification and negotiations of/with contract manufacturers in North India.
* Negotiation with the vendors and overseeing overall procurement activities of RM & PM.
* Process & quality standardization for RTS beverages in Tetrapak and in PET bottles.
* Monitoring of TPM to reduce downtime of machines and to increase OEE.
* Warehousing and Inventory Management for the FG locally produced and procured from Bangalore (HO) for sales in North India through stockists/distributors.
* Managing logistics operations, involving and coordinating with various & other external agencies to achieve seamless & cost-effective transport solutions for FG.

**Achievements**:

* Identified the contract manufacturersand got manufactured 300 MT of Mango Juice / Nectar in Tetrapak from contract manufacturers (during June – July 2009) as per the process and quality standards of FPO, 1955 and PFA, 1954 & rules therein to sale in North and North East regions of India.

1. **Jan 2006 - March 2009 at African Foods & Beverages SPRL, Kinshasa, Dem. Rep. of Congo ( Zenufa Group of Companies)**

**Designation** : Directeur de Production et Vente

**Reporting to**: Directeur General

**Job Profile**:

* Head of Production, Quality, R&D/NPD, and Sales of **Alcoholic Beverages**, **Synthetic** **Flavoured CSD**s and **Bottled Drinking Water** (Brand: Paani) manufacturing Plants.
* Quarterly Demand Planning and procurement of RM & PM accordingly.
* Managing overall operations to ensure timely accomplishment of production targets within the time and cost parameters.
* Coordinate with Engineering to develop and implement preventive, corrective, repair, installation and upgrading activities in the plant.
* Getting CAPEX approval from BoD.
* Liaison with OFIDA (Office de Douane et Accises) and OCC (Office Congolais de Controle) to get regulatory approvals and clearances for the projects in pipeline.
* Market Research for new product development and to bring improvement in existing products / SKUs.
* Product Advertisement (Print Media & Billboards), establishing Marketing Channels, and Product Launching in DRC market.
* Responsible for HSE - Health, Safety, and Environment management in the plant.

**Achievements:**

* Successfully handled the commissioning of new production facility and establishment of modern Quality & R&D laboratory.
* Developed and successfully launched three new Alcoholic Beverages – Push Tangawisi , Push Choco, and Push Grenadine in DRC market.
* Successfully liaised with the regulatory bodies of D R Congo - OFIDA (Office de Douane et Accises) and OCC (Office Congolais de Controle) for tariff classification and product quality approval to commence commercial production of newly developed products.

1. **April 2005 – Nov 2005 at Fruit Processing Plant of Mother Dairy Foods Processing Ltd., Bangalore**

**Designation** : Manager – Operations

**Reporting to**: Unit Head

**Job Profile:**

* Head of operations function of the **Fruit Pulp / Juice / Concentrate Aseptic Plant**.
* Procurement of Raw Materials (Mango, Guava, Papaya, & Tomato) directly from the farmers, through agents and through Mother Dairy F & V auction bay. Storage of the same in paddy husk /straw for natural ripening, in CA Ripening Chambers and in Cold Storage as per the processing intake plans.
* Development of new products by integrating regulatory principles to ensure that product development, manufacturing, and marketing practices meet or exceed local and international requirements and are safe for public use.
* Production Cost Variance Analysis & Control.
* Implementation of GMP & QMS, and managing documents for Quality Certifications.
* Liaison with the Statutory & Regulatory Bodies – FPO, KSPCB, and Dept. of Factories & Boilers.
* Coordinating corporate sales (B2B) of the products to Nestle and Heinz India in Bangalore region.

**Achievements:**

* Standardised shipping procedures for Mango Pulp/Conc., Guava Pulp/Conc., and Tomato Paste as per the Codex Alimentarius and EU Directives and Regulations.
* Documented & Implemented ISO 9001:2000 and HACCP in the plant.

1. **August 2004 - March 2005 at Dharampal Satyapal Ltd., Guwahati**

**Designation** : Associate Head – Production

**Reporting to:** Factory Head

**Job Profile**:

* Management of the production & quality of Rajnigandha **Paan Masaala** and Tulsi brand of **Gutkha** under ERP system.
* Managing preventive and predictive maintenance schedules of equipment to minimize stoppages in critical production areas; ensuring condition monitoring of various equipments.
* Monitoring adherence to quality systems and comply with ISO quality standards and maintaining requisite documents.
* Weekly Capacity Planning and resource allocation based on Production Orders.
* Continuous improvement through CAPA.

**Achievements:**

* Involved in process standardisation ofpremium brands of Gutkha (Tulsi Gold & Tulsi Silver) and reviewing of plant production equipment environment (e.g., technology, systems, quality, cost, efficiencies, yield) in order to recommend process improvements.
* Active member of the Cross-Functional Team of the organization to plan, execute & evaluate a wide range of audit types – product, process, suppliers, environment etc.

1. **Jan 1991 – July 2004 at Parle Agro Pvt. Ltd., Mumbai / Goa**

**Designation :** Factory Manager ( Apr 1996 – July 2004) / Asst. Factory Manager (Apr 1994 – Mar 1996) / Production Incharge (Jan 1993 – Mar 1994) / Chemist (Jan 1991 – Dec 1992)

**Reporting to :** Director – Technical / General Manager / Manager – Quality & R&D

**Job Profile:**

* Overall operations of manufacturing of **RTS beverages in Tetrapak** and in **PET bottles i**n Goa.
* Overall operations of **Premixes** **(Non Alcoholic Beverages Base for Frooti, Appy, Pingo, Joly Jely, Njoi etc.)** manufacturing facilities in Goa & Silvassa.
* New Product Development and reviewing the formulations of Premixes.
* Franchise visits for Commissioning of Plants & Machineries, Troubleshooting, Technology Transfer & Trial Production of Fruit Pulp / Juice / Conc. based RTD beverages in Tetrapak / PET bottles, and Quality Audits of the plant.
* Managing the supply chain for Premixes and ensuring timely delivery of the same to franchises.
* Procurement of Mango Pulp, Pineapple Juice, Tomato Puree/Paste, and Orange juice Concentrate, and Inspection / Supervision of its production at suppliers’ facilities (Sunsip Ltd, Hyderabad, Parle International, Chittoor, Mother Dairy Fruit & Vegetable Ltd, Goregao, Mumbai etc.).
* Liaison with Govt. Authorities such as Directorate of Industries, Central Excise, Pollution Control Board, Inspectorate of Factories, FDA, BIS, Legal Metrology, Commissionerate of Labour, and ESIC for necessary returns filing / getting NOCs / Licenses / subsidies etc.
* Identification & controlling of the contract packaging facilities and Institutional Sales operations of Bailley packaged drinking water in Goa territory.

**Achievements:**

* Handled the project and operations of Parle Agro’s Goa factory independently.
* Identified and setup contract packing facility (Elegant Bottles Pvt. Ltd. Goa) for Bailley packaged drinking water in Goa.
* Developed and designed the formulation and the production process of Non-Alcoholic Beverage Base (Premix) for Frooti, Appy, Pingo and Joly Jely RTD beverages.
* Nominated under sub-section (2) of section 17 of PFA Act, 1954 to be incharge of and responsible to the company for the conduct of Parle Agro’s business (from Jan 1993 to Aug 2003).
* An active member of the team involved in preparation of Parle Agro’s Quality Manual.

**Other Experience:**

* Three months shop floor working experience in CSD manufacturing plant of Parle Beverages Pvt. Ltd, Mumbai (brands: Limca, Thumsup, Goldspot, Citra etc.) as a college trainee.
* Inspected production of approx. 2,000 MT of Mango Pulp, 500 MT of Pineapple Juice, 500 MT of Orange Juice Conc., and 800 MT of Tomato Puree/Paste at Sunsip Ltd., Hyderabad for Parle Agro.
* Experience of working on Bottling (Glass), Hot-fill (PET) and Tetrapak beverage production lines.
* Experience of Physical, Chemical and Microbiology analysis of food / beverages and providing training for the same.
* Quality and Social Audits such as ISO / BRC, HACCP, GMP, NPOP, Halal, & SEDEX and implementation of CAPA for audits’ non- conformances within stipulated timeframe.
* Product shelf life and accelerated shelf life study – in-house and/or through external laboratories.
* Knowledge & experience of Food Ingredients and its applications in Foods and Beverages Industries.
* Experience of Activity Based Costing and Cost Variance Analysis & Control.
* Competency mapping and conducting periodic training to improve hard skills and soft skills of employees.
* Experience of working under ERP system.

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