**PRADEEP KUMAR SINHA**

E-Mail: pksinha7@gmail.com,pksinha7@sify.com

Tel: +91-9881253139, +91 - 9822001941

**Management Professional:**

**⮱ Profit Centre Operations ⮱ Project Management ⮱ Plant Operations**

*Adept at ensuring optimum utilisation of human, financial, technical, information and material resources to meet the organizational objectives.*

* *Last major employment with* ***First Aluminium Nigeria Plc,Nigeria, as Technical Controller.***
* Proficient in planning, organising, directing & controlling manufacturing operations and production department; **experience of working in varied industrial segments**.
* Expertise in planning and implementation of changes to machinery and equipment, production systems and methods of working, direction of quality control inspection systems & reporting procedures.
* Known for developing and executing innovative corporate policies and procedures. Proven track record of increasing revenues, **streamlining workflow and creating a team environment** to increase productivity.
* **Skilled in P / L management**, pricing strategies, competitor & market analysis, negotiation, staffing, management reorganization, new product roll out .

- Ability to rapidly achieve organizational integration, easily assimilate job requirements & aggressively employ new methodologies. **Energetic and self-motivated team player / builder**.

- At ease in high stress, fast-paced environments with emerging and multiple responsibilities.

- Excellent leadership, management, communication, interpersonal, intuitive and analytical skills. **Thrive in both independent and demanding work environments.**

* Possess credibility & personal integrity that leaves lasting impressions with corporate decision makers, motivates employees and generates loyalty.
* **Good working knowledge and experience of electrical and civil engineering.**

**Core Competencies**

- **Profit Centre Operations** - Strategic Planning - Production Management

- **Plant Operations** - **Project Management** - Business Development

- Technology Administration - Budgeting - Team Management

- **Process Enhancements** - **Operations & Maintenance** - **Training**

**Employment Chronicle**

***Currently teaching Operations Management(2017,18,19) and earlier taught Lean Manufacturing to students of IBS Business Schools at Pune as Visitng Faculty.***

***March 2014 Onwards:***

***Consultant Retainer with GEF India: a major player in edible oils, refinery and value-added products in south India.***

*Aug’ 09 to Nov’09: PT Pacific Indopalm Industries, Indonesia*

*Palm Oil Refinery project assignment .*

***Jul’02 to Oct’ 08: First Aluminium Nigeria Plc. as Technical Controller***

**Accountabilities:**

* **Heading a business unit** for Coated Aluminium Products with responsibility of budgeted production, process integrity, resource & cost optimisation and skill enhancement of personnel.
* Spearheading various **projects for plant upgrades.**

**Highlights:**

* Successfully commissioned a new plant to double the capacity with far higher efficiencies.
* Entrusted with responsibility for the **plant engineering for the Rolling Mill** till 2006.
* Effectively **enhanced plant uptime** and average monthly production by 15%.
* Instrumental in **training the personnel** on good engineering practices and enhancing managerial skills of Senior Engineers.
* Substantially reduced the repair costs, developed structure for inventory management and introduced culture of preventive maintenance.
* Devised new coating plant configurations to obtain production even under adverse conditions.

***Jul’97 – Sep’01: Bhor Industries Limited, India as Executive Vice-President***

**Accountabilities:**

* **Heading manufacturing operations** for multi-product and multi-location units.

**Highlights:**

* Successfully developed new products for enlargement of market while ensuring production & cost efficiency.
* Effectively **doubled production** through commissioning of an idling unit and new products development for high contribution margin customers.
* Significantly contributed towards **obtaining ISO 9002 Certification.**
* Added appropriate equipment for productivity and quality improvement.

***Jun’95 - Jul’97: STP Ltd., India as General Manager***

**Accountabilities:**

* Functioning as **Profit Centre Head** for overall functions viz. production, purchase, sales, accounts and HR /IR.

**Highlights:**

* Distinction of **turning around the company from years of losses to a break-even** in under 6 months through market interventions, cost reduction and better employee discipline & culture.
* Devised product distribution and dealer incentive system to increase sales volumes and contribution.

***Sep ‘ 93 – Jun ‘ 95 : ITC Ltd as GM Technical***

**Accountabilities:**

* Responsible for all technical aspects of a **major project** for an **edible-oil processing plant**

**Highlights :**

* Headed a specific assignment to **revamp a plant** for raising capacity **utilisation from 40 to beyond 100%**

***Nov ‘ 85 - Sep ‘ 93 : Britannia Industries Ltd.***

***as Works Engineer & Project Manager***

**Accountabilities:**

* Head of the Engineering Department of the multi-plant, multi-location regional profit centre
* Ensuring **plant availability at budgeted cost**
* **Plant engineering for product and process development**
* **Execution of major projects for capacity** and product expansion
* Engineering development for import substitution
* Inventory Management for engineering materials

**Highlights**

* Always achieved/exceeded targeted production.
* Set up 2 Contract Conversion Units in the region : green-field projects
* Developed plant and machinery for a new product; associated with Groupe Danone, France.
* Modernised existing plants
* Worked as **Project Manager** of the **Britannia – Coke JV** to execute a green-field project for Coke Concentrate and Snack-foods plant in association with a consortium of consultants; commencing from land procurement , plant design, plant procurement to installation and commissioning.

**Previous Assignments**

DCM Chemical Works, India **Plant Superintendent, Captive Power Plant** Dec’78– Nov’85

BST Engineering Services, India **Senior Project Engineer** Jan’76 – Dec’78

DCM Chemical Works, India Junior Engineer Jun’72 – Dec’75

**Highlights:**

* Steered overall **operations of** **Captive Power Plant and Edible Oil Plant** at DCM Chemical Works.
* Headed the **project for addition of 5 MW Plant** involving plant design, plant & auxiliaries building construction, plant installation and commissioning.
* Executed turnkey **piping projects for large power, paper and sugar plants**.
* Functioned as Incharge of the Central Maintenance for the large chemicals complex.

**Academics**

* **MBA** (Finance) from **FMS**, Delhi University in 1981.
* **B.Sc. - Engineering** (Mechanical) from **Banaras Hindu University** in 1972.

**Personal Details**

Date of Birth : 19th March 1951

Permanent Address : **C 41, Gera Greens, NIBM Road, Kondhwa, Pune – 411048, India**

**(Tel:+91 98812 53139 / +91 98220 01941 / +91 20 2685 4464)**

Nationality : Indian

Passport Details : J 8934480 ; valid till August 2021

Marital Status : Married

No. of Dependents : None( other than spouse).

Health : Excellent, Active and Sport Loving.

CTC : Negotiable

Location Preference : Anywhere