****

**Mobile : +91 9503450008 Mail :** [**sanjay.tale@live.in**](mailto:sanjay.tale@live.in)

**SANJAY TALE**



**“Senior Management position as a Plant Head with frontline organization”**

**Operations Management ~ New Plant Set-up ~ Manufacturing Excellence**

**AN OVERVIEW**

* An astute leader with 21+ years of industrial experience in reputed Automotive Industries looking after **Operations Management, Production Management and Operational Excellence**
* Displayed competency in setting new units, augmenting production levels and undertaking cost reduction and process improvement projects
* **‘Master Black Belt’** in Lean Six Sigma with practically implemented many lean six sigma projects to eliminate/ reduce non-value added activities improving bottom line
* Well versed with ISO 9001, IATF 16949, VDA 6.3, ISO 14001 and OHSAS 18001 Management systems and procedures
* Excellent communication and exceptional interpersonal and man management skill with ability to lead large teams and establish relationships with stakeholders

**CORE COMPETENCIES**

* **Strategic Management**
  + Co-ordinating with top management for making business plan for long term growth of organization and actively involved in budget preparation
  + Setting goals for the plant and making strategy to achieve them with setting the KRAs up to the down level and periodic monitoring them for continual improvement.
  + Conceptualizing & implementing systems to optimize resource/capacity utilization in production operations with focus on customers.
  + Implementing project plans within deadlines and defining best practices for project support & execution.
  + Judiciously deploying the resources to optimize yield and achieve production targets within defined time and cost parameters.
* **Business Development**
  + Co-ordinating with marketing team for generating new enquiries i.e. RFQ, RFI etc.
  + Co-ordinate with design and development to get the proposal and submit to customer. (technical review)
  + Actively involved in making quotation with cost break up.
  + Negotiation with customer and finalization of orders.
  + Payment follow-ups with customers
  + Making relation with new customer and maintaining with exiting customer.
  + Monitoring Market trends, identified, evaluating and executing marketing strategy based on business objective.
  + Closely monitoring variations in annual sales plan, and monthly plans and taking actions accordingly to have optimum utilization of resources and cost control
* **Production Operations (Injection Moulding, Stamping, Paint Shop & Assembly)**
  + Expertise in the injection Moulding, Stamping, Painting & Assembly process with hands on experience on 40T to 3200T IMM, high speed presses up to 800 SPM, fully robotic paint shop
  + Excellent processing knowledge of Commodity and Engineering plastic raw materials which includes PPCP, HDPE, ABS, PA6, PA66, POM, PC, PC-ABS, POM etc
  + In depth knowledge of 2 plate moulds, 3 plate moulds, Hot runner moulds, moulds & progressive press tools.
  + Exceptional process optimization skill for precision components with tolerance up to 50 microns
  + Setting up assembly lines for new products in line with takt time, single piece flow and line balancing
  + Ensuring the process qualification/ validation for new products which includes process optimization & tool qualification with short term capability, efficiency, PPM levels, Yield etc ensuring quality requirements within cost parameters
  + Selection of machine, auxiliary equipments, utilities for new projects based on product requirements and budget
  + Ensuring proper up-keeping of the machines, tools etc through strict preventive and predictive maintenance
* **Operational Excellence**
* Strategic planning and its alignment starting from apex of the organization with stated goals & objectives and pushing downwards throughout the organization
* Mapping the current state value stream, identifying gaps for the scope of improvement and creating the ideal & future state map through Lean Six Sigma methodology
* Leading and guiding the team for various lean projects to eliminate/ reduce non-value added activities through entire supply chain
* Formulating the roadmap for safe, qualitative and cost effective production through small improvements and motivating Kaizen events
* Develop a career progression ladder for employees to handle the Lean Projects and coaching them to achieve the career growth
* **General/ Personnel Administration**
* Providing general administration in the factory with strong security measures , gate control, attendance monitoring & hygiene/ cleanliness
* Involving in HR policy formulation and overseeing the implementation of corporate policies in the organization
* Ensuring the manpower optimization through proper planning considering budgets, customer schedules and process improvements
* Ensuring liaising with government and regulatory bodies for obtaining necessary sanctions/ approvals and ensuring smooth working conditions
* Handling labour union matters and wage negotiations
* Ensuring prompt resolution of employee grievances to maintain cordial management-employee relations and achieve dedication by the employees
* **Quality Management**
* Meticulously implementing systems and procedures in line with IATF 16949/ ISO 14001/ OHSAS 18001 and ensuring strict adherence to same to create safe, environment friendly atmosphere with customer satisfaction
* Implementing strict quality measures to ensure delivery of right quality product to the customer and minimum internal rejection levels
* Proactive communication/ visits to customer to ensure the customer satisfaction in terms of on time and right quality delivery of products
* **Supply Chain Management/ Materials Management**
* Implementing vendor development initiatives to strengthen supply chain effectiveness and short-listing technically qualified and experienced vendors with appropriate capacities/ capabilities and credit terms
* Assessing the performance of vendors on periodic basis based on various criterions such as ppm levels, quality improvement rate & timely delivery
* Identifying and developing a dedicated and alternate vendor source including localization as per requirement for achieving cost effective purchases and reduction in lead time
* Ensuring optimization of inventory level, re-order level, indentation and issue of raw material; ensuring that the quality control checks are being maintained
* Ensuring the reduced logistic cost, controlled inventories of WIP and FG
* Establish and review rate contracts with suppliers

**CAREER GRAPH**

**Oct’ 18 to Aug’20 worked with ‘Kriti Auto & Engineering Plastics Pvt. Ltd’, Pune as a ‘Plant Head’ reporting to CMD**

**Company Profile**

Kriti Group is a reputed manufacturer of plastic polymer piping systems, blow moulded & injection moulded plastic products and premium quality refined soyabean products with a loyal customer base both in India and Internationally.

The Engineering Plastic Division is a single point solution for all plastic moulding and assembly requirements for customers. Kriti has already been established itself as a preferred source and a world-class defined manufacturer of automobile and white good manufacturers in the region. Customer base is Plastic Omnium, Decon Plastics, Hanon Systems etc.

**Attainments**

* Worked as a profit center head responsible for P&L of Ranjangaon plant with turnover of around 20 cr and 100+ manpower
* Improved bottom line within few months after joining by reducing waste, proper planning, manpower optimization
* Improved Plant OEE to 87% from 81% in 3-4 months period
* Initiated SMED & FTR projects
* Providing practical support to other group plants in improvement activities

**June’ 16 to Aug’ 18 worked with ‘Mutual Industries Ltd’, Pune as a ‘Plant Head’ reporting to VP Operations**

**Company Profile**

Mutual Industries Ltd. was established in the year 1979 to provide the industry with innovative state-of-the-art manufacturing solutions in engineered polymer based components, systems and related services. Customer base is VW, TML, M&M, MAN trucks, MAHLE Behr, Magna etc…

**Attainments**

* Handled turnover of 125+ crores per annum with workforce of 400+ with 9 HODs directly reporting to me
* Working as a profit center head responsible for P&L of Shikrapur plant
* Improved customer satisfaction drastically within period of one year (Customer rating, PPM levels & OTD)
* Successfully cleared VW AR audit in March 2017. MIL became first company in India which cleared AR audit
* Successfully optimized manpower with reduction of 43 numbers by introducing lean manufacturing concepts
* Improved paint shop FTT from 74% to 88% in a period of one & half year
* Giving consultation to other group plants for productivity improvements, cost reductions, rejection reduction etc.

**July’12 to May’16 with Sogefi MNR Filtration India Pvt Ltd, Pune as Plant head reporting to CEO**

**Company Profile**

Sogefi MNR is part of Sogefi Group which is a **leading global supplier** of original parts for the automotive industry, with over 35 years’ experience. Sogefi designs, develops and produces **filtration systems and flexible suspension components** as well as **air management** and **engine cooling systems**. Customer base is M&M, PVPL, BAL, VW…

**Attainments**

* Complete set-up of Green field project at the Pune location within time & cost parameters meeting customer deadlines
* Worked as a profit center head handling turnover of 60+ crores with manpower of 175+
* Maintained best in class operational EBITDA among similar type of industries
* Implemented First Time Right concept since Start of production
* Implemented Self Certification in all the Production Processes
* Achieved **“Silver Award”** & **“Gold Award”** by Bajaj Auto Ltd in consecutive 2 years since start of Plant

**Jul 07’-Jul’12 with TEK Components Pvt. Ltd., Pune as Operation Head reporting to CEO**

*Joined as a Production Manager, promoted as a Sr. Manager and lastly designated as Operation Head*

**Company Profile**

Tek Components is the part of Groupe Cahors which is one of the largest organization in the France for electrical products with turnover of 600 million Euros. It’s India Unit turnover was 35+ crores.

Tek Components is an TS16949 certified company involved in the Design and manufacturing of High Precision Plastic Parts, Stamped Components and assembly catering to Automotive, Engineering and Telecom Sector. Customer base is Tata Yazaki AutoComp, Keihin Fie, LK India, BSNL, France Telecom, British telecom etc…

**Attainments**

* Enhanced the plant operations and adding the profit to company year on year.
* Effective management of plant operations with 100% delivery and zero Customer Complaints since Apr 2008
* Implemented the following systems: 5S, Lean Management, ISO 9001, ISO 14001 & OHSAS 18001
* Improved the OEE of Injection Moulding shop from 75% to 92% by proper planning, process optimization, and engineer / operator trainings.
* Pivotal in managing smooth supplies to Overseas Customers during plant shifting by introducing systematic WH Stock Planning.
* Win the new business with France Telecom which was almost lost due to major quality problems at initial stage of project though six sigma methodology (Leader for this project)
* Reduction in Overall inventory by 30% by proper planning, alternate supplier development, reducing lead time and MOQs.
* Reduction in total Manufacturing Cycle time of Wire connectors Assembly by 60%.
* Added new product lines for AMM, Earth Block & Electrical Connectors (Technology transfer from France)

**Jun’04-Jul’07 with Tata Auto Comp Systems Ltd. - EOU, Pune as Dy. Manager – Mould Shop & Assembly**

**Company Profile**

It is a part of well known and biggest group in Automotive OEM in India, Tata Sons Limited. TACO IPD is TS 16949 company manufacturing Plastic Interiors & Exterior components, Air Vent and various assemblies for passenger Cars in India & abroad. It’s Prestigious customers are Tata Motors Ltd, Fiat, Ford, General Motors in domestic market & Ford, MG Rover and General motors in export segment.

**Attainments**

* Successful setup of new mould shop and assembly lines in EOU plant (Greenfield Project).
* Lead the SMED project with reduction of product change time from 55 minutes to 20 minutes.
* Successful set up of Moulding and Assembly process for the Ford new Projects C170 & CD 340.
* Actively participated in implement and maintain Ford Q1 certification.
* Actively involved as a team member to achieve 100% delivery and zero ppm to all customers.

**PREVIOUS ASSIGNMENTS**

* **5 years with ITW Signode India Limited (Plastics Division), Pune as Production Executive**
* **1.5 years with Rinder India Limited, Pune as Shift Engineer**

**PROFESSIONAL QUALIFICATION**

* **B.Tech. (Polymer)** from College of Engineering & Technology, Akola.

**Computer Skills**

* MS OFFICE applications – Excel, Word, PowerPoint
* Minitab

**Certifications**

* ASQ certified **“Six Sigma Black Bel**t” in 2007
* MSI certified **“MBB - Lean Six Sigma”** in 2018
* **“Certified Kaizen Facilitator”** by Management & Strategy Institute in 2018

**TRAINING SCHEDULES**

* “Six Sigma Black Belt” by QC Services Pune.
* APQP, SPC, MSA, FMEA, PPAP, Problem Solving by G8D, Lean Manufacturing & 7 QC Tools

**PERSONAL DETAILS**

Date Of Birth : 05.09.1974

Address : Indrayaninagar, Bhosari, Pune

411039

Marital Status : Married

Languages Known : Marathi, Hindi & English

Passport No : K4115009, Expiry Date – 02/04/2022

Notice Period : 1 Week