**RAKESH KUMAR**

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Resourceful Unit Head and driven to cut production cost & bust company revenue through innovative management technique. Organise and diligent, with excellent writing, oral and interpersonal communication skills, Successful building and motivation dynamic team.

------------------------------------------------------------------------------------- **HIGHLIGHTS** ----------------------------------------------------------------------------------------------

# Cost Control # Quality Assurance

# Goal Attainment # Policy Improvements # Process Optimisation # Strategic Planning # Inventory Management # Team Leadership # Staff Development # Performance Reviewer # Product Development # Market Survey # Vender Development # Liasoning with Govt. Dept. # Logistic Control # Heading salefor Bulk Product.

---------------------------------------------------------------------------------------------- **AIMING** -----------------------------------------------------------------------------------------------

Aiming for senior managerial level assignments in **Project/Production & Operations at Corporate - Regional - Unit level Administration / Liaison & Coordination** with an organisation of repute, preferably in Ethanol & Alcoholic Beverage Hot Drinks / Beer.

---------------------------------------------------------------------------------- **Responsibilities**--------------------------------------------------------------------------------

Responsible for the effective & efficient operational leadership of the company. ​ Shares responsibility with promoters/​Principals for the sales and operations of the entire company either directly or through the department supervisors and managers. ​

An accomplished professional with a strong record of contributions in streamlining operations, invigorating businesses, heightening achievement, implementing systems & procedures in the field of Production of MNC Alcoholic Drinks & Beer Manufacturing Bottling its Quality, Maintenance & Administration.

Controlling Manpower based on requirement, production planning as per market demand, RM & PM Inventory, Vender development, Machine operation along with monitoring of licence government levies, vender payment schedule contract and manpower requirement and product key person for product development as per market demand.

Finalization of machine and availability of change part on floor, minimum shut down period by inventory of RM/PM and Machine Consumable along with smooth relation with government authorized person.

Overseeing the complete leadership of the Alcoholic Drinks / Beer plant/ project operations, organizing, planning and coordinating product development & operations viz. requirement analysis, finalization of materials requirements, review of the drawings, designing, budgeting, resource deployment, time over-runs and quality compliance as per **EHS Norms / FSSAI & PCB Norms.**

Developing potential vendors for cost effective purchases of materials and scheduling & rescheduling of supplies as well as working on best sale price of by-products.

**Alcoholic Drinks & Beer Production as well as Blending, Quality and development of potential vendors** for cost effective purchases of raw & packing material / supply schedule for minimum inventory.

Taking stringent quality measures and preparing necessary documents as per demand.

Focusing on **optimization of process parameters and Finished Goods product quality,** conducting root cause analysis and initiating process improvements for achieving bottom line objectives & productivity targets with TQM, TPM target & quality transforming plan.

**Supervising installation & commissioning** of systems/ equipment as well as conducting electro-mechanical works, tests & inspections to ensure operational effectiveness.

Controlling manpower shift planning, job scheduling, etc. and ensuring suitable deployment & timely availability of manpower; imparting continuous on job training for accomplishing greater operational efficiency

----------------------------------------------------------------------------------- **ACHIEVEMENTS** --------------------------------------------------------------------------------------

Cost Saving of Power Consumption up to 10% by working out on connected load VFD / LED and others.

Worked out Nonmoving & Slow moving Items and converted Dead inventory on rotating fund value.

Overall wastage reduction during Process by re-engineering and innovative idea.

Commercial negotiation with venders with comparison, physibility Report etc.

­----------------------------------------------------------------------------------- **Profile summary**-----------------------------------------------------------------------------------

I have more than **33 years** of experience in Distillery and Beer Unit – Beer & Alcoholic Drinks Quality and Bottling, Distillery Project Management, Raw Material & Packing material Procurement, Production Team Management and Quality Assurance its Control.

Skilled in managing **overall Green plant operations** involving resource planning, materials planning, quality, maintenance, in-process inspection, team building and coordination with the internal departments.

Consistent success in **maximizing production** performance by coordination, planning and implementation of changes and selection of machinery & equipment, process methodology, quality systems as well as reporting procedures.

An innovative inspirational leader with proven **ability to drive business growth** through taking aggressive initiatives and executing various statutory obligations related to workforce, environment, safety & quality measures.

Proven abilities in ensuring **optimal resource utilization** and supply chain streamlining by effective planning & coordination between processes such as production planning, sourcing, logistics and manufacturing.

Possess flair for identifying & recruiting experienced **human resource for different disciplines** and mentoring professional’s viz. engineers, operators & technicians.

------------------------------------------------------------------ **Previous JOB Profile** -------------------------------------------------------

Effectively maintained external presence by maintaining memberships in various professional and/or civic organizations.

Ensured **smooth relations among union and more 1000 workforce** and Tie-up Management.

Led crucial efforts like continuous follow-up with vendor/sales team & optimization initiatives to ensure reduction in inventory of dry/ wet goods & FG by 30 to 40%.

Drive and launch of new product different type of product /packing / production that led to more than estimated output of 10 to 15 % of total Production.

Successfully carried out the **erection & commissioning and modification** of:

* + Grain / Molasses Based Distillation Plant, Boiler up to 48 Kg Pressure, 2.0 MW multistage Turbine, Different type Effluent Treatment Plant, RO Plant, ZLD Plant and its required infrastructure.
  + Supervision of Mandideep Beer plant at the time of erection and commissioning and Beer as well as Beer Bottling plant its packing material specification and others field work.
  + 50 KL grain-based fermentation modification for grain alcohol also modified Bio Still (Alfa-level) plant to feed batch fermentation to minimize Effluent quantity.
  + Seagram Alcoholic Drinks Bottling plant set up **as per FSSAI & international Standard** and healthy environment & condition for tie-up manufacturing.

**Executed the Green Project** with M/s Sagar Distilleries & Industries Ltd, Chandwad, Nasik (Maharashtra) in 2001-2003 &

Significantly Contribution towards 110 KL P/day alcohol production, 50 KL Grain alcohol production and **36 Lacs cases P/annum** IMFL bottling in Bhopal.

Tackle critical challenges wherein Alcoholic Drinks manufacturer had a loss due to heavy online wastage; **effectively reengineered** online business processes, **redesigned processes plan** and instilled discipline activities, thereby resulting in profit of 04 - 06% in 2008 with USL, Rosa.

Instrumental in taking with VF Drive / Transmitters & SCADA operation to measures to improve operational efficiency and reducing 05-06 % of electricity consumption through the same.

Distinction of completing projects within 11 Month time & budget by taking initiativesas project leader.

Diligently ensured Process and inventory control though SAP - PP & MM modules.

Took vital steps to reduce Manpower & Maintenance cost as well as improve productivity by preventive maintenance.

Effectuated changes in Alcoholic Drinks ingredients for improved quality as per market demand.

Effective operation and modification with Ethanol plant at KM Sugar Mills, Faizabad (UP)

--------------------------------------------------------------------------**EXPERIENCE& Industries**-------------------------------------------------------------------

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| --- | --- | --- | --- | --- |
| From | To | Designation | Unit and Location | Responsibility |
| Jan 19 | Nov 20 | Head of the Unit | M/s GSB & Co, Sundrayyapeta, Kasimkota Mandal, Visakhapatnam District,  Andhra Pradesh,  Pin – 531031  (3rd Party Bottling and others for new Grain Based Distillery) | Heading Unit as General Manager & smooth working for 3rd Party Seagram Product as per their Quality Norms, and feed to GSB product as per market demand. Also looking incoming project and other activities for smooth operation Excise, PCB local administration liasoning with HR & Local issue. |
| July 17 | Dec 18 | Independent Working | Associate with Different type of Project work for FMCG & Food Process Auto Packing, production line for Glaxo/ITC /Patanjali/Safola etc. | Independent job profile for FMCG Packing / Bulk Process / Milling / Production efficiency / Fully automated Packing and Multi effect evaporators. |
| Apr 16 | May 17 | VP – Distillery | M/s KM Sugar Mills Limited, Faizabad as VP Distillery  (Ethanol Production & CL for Bihar) | Distillery operation, admin and related activities with Bio compost and coordination with sugar factory for smooth operation Excise, PCB local administration liasoning. |
| Feb 15 | Mar 16 | CEO (Unit Head) | M/s Bihar Bottlers & Blenders Pvt Ltd, Siwan as overall in charge of all 3 type 3rd party Production.  3rd Party Seagram, JIL & MMB | Overall, in charge of 3rd Party production, Maintenance, Factory admin, Purchase, HR activities and liasoning with Excise, PCB, CMO, Electricity Board, local administration as well as villagers issue. |
| Aug 07 | Jan 15 | DGM Operation | M/s United Spirits Limited **(presently USL DIAGEO)** as Dy General Manager with Unit – Rosa , Dist–Shahjahanpur (UP)  (Alcohol Production IMFL & Scotch Deport In Charge) | In charge of mother unit in Utter Pradesh with responsible for Distillation Plant, alcoholic Drinks Business / factory admin and most of internal and external liasoning activities for PCB, Excise and local issue. Responsible to provide goods as per market demand on time and provide all the activities as per USL budget. |
| Aug 05 | Aug 07 | GM – Unit Head | M/s KM Sugar Mills, (Distillery Div) Faizabad (UP) as Unit Head (General Manager) and license applied for Bottling.  (ENA / RS / SDS & Ethanol) | Over all In charge of Distillery Unit Business as profit center with responsibility of production with Minimum per unit cost with IR issue and liasoning with Local / UPPCB and Excise. |
| May 03 | July 05 | GM – Distillery | M/s Pioneer Distillery Limited, Vill – Dharmabad, Dist – Nanned (MH) | Distillery GM for Admin, Production, Reengineering, new project selection, Vender Development, Management information system & project activities. |
| Dec 01 | April 03 | GM – Project and Admin | M/s Sagar Industries & Distilleries Pvt. Ltd, Chandwad, & Bharat Distillery, Igatpuri Nasik (MH)  (ENA / SDS & Ethanol & IMFL production) | Project In charge for 50 KL Green Field Molasses based ENA Project and commissioned the same 7 Month time. Also worked out 50 KL Grain Project at same site. |
| Aug 91 | Dec 01 | Executive to GM – Technical | M/s Som Distilleries Pvt. Ltd., Sehatganj & Mandideep, Dist- Raisen, (MP)  (Alcohol / IMFL / Malt Spirit / CL / ETP / H2S as well as Beer production) | Timely Commissioning of 110 KL Molasses based ENA Distillery & ETP as well as active member of MPPCB in 90’s.  IMFL / Beer Process its Bottling as well as permit execution on time, Set Up Fresh QC norms for SDL & SDPL products, done re-engineering for Grain ENA Production based on as and when required. |
| July 90 | March 91 | Executive | M/s AW&D Ltd, Malkhajgiri Hyderabad ….. transfer to  M/s Shaw Wallace & Company, Chikalthana, Aurangabad –  (Re-distillation / RS / ENA / Wine / Malt Spirits & IMFL) | Responsible for Quality ENA Production and Shaw Wallace Blending and Bottling and Re-distillation for own products Malt Sprit Process and maturation as per SW Norms and looking Wine Production. |
| May 86 | July 90 | Chemist  QC & Shift  Chemist. | M/s United Distilleries limited, Mirganj (Bihar) …. transfer to  M/s Sona Distilleries Pvt Ltd, MIA, Alwar (Rajasthan) –  (IMFL/ ENA & Malt Spirit) | I was attached with Fermentation and Distillation & re-distillation / Blending Malt Spirit Production Maturation and Quality activities. |

-----------------------------------------------------------------------------**BLENDING & SENSORY SKILLS**--------------------------------------------------------------------

Well Knowledge of IMFL Blending & formulation for new Product and development as per customer feedback.

Setup Bottling Plant as per international standard also done documentation for formalities for contract bottling.

-------------------------------------------------------------------------------------------------- **IT SKILLS**--------------------------------------------------------------------------------------------

Well versed with MS Office & Internet Applications, Working on SAP and Delta software.

---------------------------------------------------------------------------------------- **PROJECT SKILLS**-------------------------------------------------------------------------------------------

**Green Project for Molasses & Grain Based Distillery** with M/s Sagar Distilleries & Industries Ltd, Chandwad, Nasik (Maharashtra) in 2001-2003.

20 KL Re-distillation, 40 KL RS plant & 50 KL Bio still Project with M/s Som Distilleries Pvt Limited, Sehatganj, Raisen (MP)

720 M3 feed Degremount ETP Plant at Som Distilleries Pvt Limited, Sehatganj, Raisen (MP)

Auto & Semi Auto Line for Seagram (International Standard) at Siwan (Bihar)

Multi effect evaporator & incineration boiler / Bio-compost production and packing for Moti Bio-Compost.

Did IMFL bottling modification to minimize per pack manpower cost and losses during Blending & Bottling.

H2S Plant for 2,7 MW Power plant at Som Distilleries Pvt Limited, Sehatganj, Raisen (MP) as well as Som Distilleries & Breweries Limited Beer & IMFL Bottling Project its Quality and smooth working.

----------------------------------------------------------------------------------------------- **EDUCATION**--------------------------------------------------------------------------------------------------

Post Graduate Diploma Business Management from Makhanlal Chaturvedi Rashtriya Patrakarita Vishwavidyalaya, Bhopal in 1996

Post Graduate Diploma Industrial Fermentation & Distillation Technology from VSI, Pune in 1992.

Post Graduate in Science Organic Chemistry from BBA Bihar University, Muzafferpur (Bihar) in 1983,

Graduate in Science from BBA Bihar University, Muzafferpur (Bihar) in 1981.

---------------------------------------------------------------------------------------- **PERSONAL DETAILS**------------------------------------------------------------------------------------

Fathers Name : Late Sri Bishwa Nath Sahay

Date of Birth : 9th February 1964

Passport No : T1377679

Permanent Address : 402, Block – A, Vrindavan Apartment-II, MalahiPakri, Kankarbagh, Patna – 20

Languages Known : English / Hindi

Location Preference : Anywhere in India

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