**Vikas Yadav**

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**Strategic World Class Business Leader** - Recognized for Heading P&L and Overall Business Operations very successfully and Consistently Driving Success and improving business standards and set the path to growth and expansion.

**Highly Successful experience of Working in Board Level Environment**

**Trusted Board Advisor – Conceptualizing and Creating Revenue Opportunities**

**Master of Organization Development**

**Champion for significant Expansions** including Set up New Plants, Set up New Business / Projects, New Branches, Generating Multi Million/ Billion Growth + Profitability Growth and Creating Operations Facility, Team Building and Strategic Sourcing.

**Areas of Specialized Expertise**

Specialist in heading overall Business Operations Channel Management Specialist

Astute Strategic Planner Digital/ E-Com Business Strategist

Strong Expertise in P&L Management Expertise in multi location Mfg & Ops.

Highly Skilled in Corporate Finance Professionalize Strategic Procurement

Creating Professional Teams High Level Marketing & Sales Mgmt.



KPI

**EDUCATION**

**MBA** with specialization in Marketing and HR from Institute of Management Technology **(IMT)**, IMT is among the **Top Ten Premium Business School** **in India.**

**Other Management Courses ( From Institutes of International Repute e.g. IIM & XLRI) :**

Strategic Planning - Mumbai, Sales Management – Kolkotta, ISO 9002- Mumbai,

Brand Management - New Delhi, TQM – Mumbai, MBO – Mumbai, Change Management

**Computers:**

Advance Diploma in Web & E- Commerce Technologies from New Delhi.

MS Office, Internet Technologies, System Analysis and Design, Oracle etc.

Schooling / University Degree from Delhi.

**PROFESSIONAL EXPERIENCE:**

A) Laxmi Pipes Ltd.(**One of the major steel pipe groups of the Country also having diversified interests in G.I. & M.S. Pipes,Poles, Iron Ore, Mining, Export House etc.** ) and Gran International Ltd. ( Terry Towels ).

**CHIEF EXECUTIVE OFFICER** (**CEO**) - Dec. 2014 onwards.

**Business Head** ofCompany’s Steel and Textile Companies

**Key Accomplishments:**

As **Head of Groups Two Companies** lead unparalleled **revenue growth in industry** by revitalizing company with **strong strategies** and identification of viable opportunities and taken **turnover from 20 Cr. to 250 Cr.** and turnaround Textile Division from 10 Lakh to **50 Cr**

**Develop high level of business operation standards**

**Given the Strategic thrust to both the companies, Set up Textile & Pole Business for Company from conceptualizing to final Implementation and Growth. Launched new product lines, Improved production processes and productivity, Improved brand visibility. Strong developments in SCM, Created new vendors, Expanded network and Developed strong E-BUSINESS, Created Channel Network throughout the Country. Brand Management.**

**Prepared Companies Digital Business Strategy and get it implemented.**

**Bail out company from almost a stage of bankruptcy and negotiated / cleared liabilities with bankers. Generated 100 Cr. Funding with Bankers and Financers at different stages.**

B) Advance Group of Companies (**Largest Group in ASIA in its category of Chemicals**) with diversified interests in Chemicals, FMCG, Industrial Products, Movies, Construction, Coal & Mines. Dec. 2006 – Nov. 2014, Indian MNC.

**CHIEF OPERATING OFFICER (COO)**

**Business Head** of groups FMCG Business i.e. Advance Home & Personal Care Ltd. Manufacturing of Home and Personal Care Products **spearhead this division among the top position in India** in Home & Personal Care Products.

**Key Accomplishments:**

**Head of Entire Business Operations including Strategic Directions, Manufacturing, Marketing. Sales, Brand Management, Finance, Commerce,Sourcing, Technology, Quality, R&D/ New Product Development, IT, General Administration, Supply Chain & HR.**

**Overall responsibility of P& L, As a COO from a modest turnover taken it to 340 Cr.**

**Prepared Master Plan of Company and get it approved through Board.**

**Negotiated Multi Millon Agreements with Large MNC’S & Top Retail Chains.**

**Providing leadership to Multi Location Three Manufacturing Units.**

Implemented “**Lean Manufacturing”** which resulted in 25% cost reduction and 25 % decrease in manufacturing cycle time.

**Delivered growth by growing revenues to over 450% and increase of 500% in EBIT.**

**Total Cost Management and reduced costs by 25%. Secured 1400 Million in funds and then further 1500 Million through Banks for company growth.**

**Led a core team of Engineering / Research and Development which redesigned and upgraded existing product line which resulted in cost saving between 25-30% and superior product performance and launched various new product lines which contributed to (40 % of sales) and resulted in capitalizing on growth opportunities.**

**Headed the committee for SAP finalization & implementation.**

**Developed productive Sourcing relationship throughout India and Implemented Supply Chain initiatives and introduced JIT which resulted in a 30% reduction in inventory and substantial cost savings.**

**Provide strong Leadership to the highly professional multifunctional team of Three General Managers and Six Senior Managers and with staff of 300 plus spread over across all Units / Offices / Functions.**

C) RGMP India Ltd. ( Indo Korean Joint Venture Company with GMP, South Korea)

**A MNC operating in 65 countries throughout World, GMP is the biggest company in the World in there product line)**

**CHIEF MARKETING OFFICER** (**CMO**) **-** Mar. 1994 – Dec. 2006

Joined Company as Branch Manager, then promoted to the position of Senior Manager Business Development and then promoted to the position of National Sales Head and then again promoted to **Chief Marketing Officer (CMO).**

**Main Responsibilities & Achievements**

**Started with branch startup and taken the revenue to a level of 190 Cr. & from a team of 4 employees created a team of 150 employees and created Multi Branch Operations at PAN India. Created Channel Network throughout the Country. Strong Brand Management.**

**Additionally Headed large projects such as Delhi Driving License (A Public Private Partnership),**

**Created a strong brand identity at Channel, Institution and Corporate level.**

D) **Jindal Pipes Ltd., New Delhi,** (**which is among the Top 10 industrial houses of India and the Largest G.I. , M.S. Pipe & Seamless Pipe manufacturing company in India**).1991-94.

**MANAGER KEY ACCOUNTS**

Responsibilities& Achievements:

**Negotiated & Landed lucrative contracts up to 10 - 1000 Million.**

Taken prestigious Govt. tenders, Registrations and Rate Contracts

Vikas Yadav