

VENKATESH KUMAR T

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BUSINESS DEVELOPMENT / GLOBAL SOURCING / SUPPLY CHAIN MANAGEMENT / QUALITY MANAGEMENT / MANUFACTURING OPERATIONS

Creates business process improvement, utilizing entrepreneurial vision, technological understanding, and exceptional relationship management fostering revenue growth, cost savings, and improved productivity

Total Experience:

28 Years

Permanent Address:

#193, 6th Main, Nrupathunga Nagar, JP Nagar 7th Phase, Bangalore – 560 076

Date of Birth:

4th July 1969

Professional Development:

Bachelor's Degree in Mechanical Engineering, BMS
College of Engineering, Bangalore

Diploma in Mechanical Engineering, Mysore

Engineering Institute of Polytechnic, Bangalore

Technical Skills:

SAP, SCALA, Movex & Syteline

Preferences:

Location: Bangalore

Positions:

Senior Leadership Role

Domain:

Business Development, Global Sourcing, Supplier Quality, Operations Management, Green Field Operations, Logistics and Supply Chain

Industry:

Automobile, Aerospace, Power, Food Processing, Rail Transport, CNC Machinery, Airport handling Systems

SUMMARY:

Over 3 decades of results-focused experience involving Business Development, Supply chain management, logistics, operations, quality management and other related areas. Embraces a "continuous improvement" approach throughout daily tasks. Known as an effective problem solver with unique ability to think analytically and creatively. Special talent for handling adversity with enthusiasm and determination. Self-starter with ability to excel under minimal direction. Excels in collaborative as well as leadership roles.

HIGHLIGHTS OF EXPERIENCE:

- ◆ Direct the organization's Business development & manufacturing strategies by contributing information, analysis, and recommendations to executive leadership in order to inform key decisions related to business development, production and global sourcing operations.
- ◆ Create organizational structures to support effective business development, production and global sourcing processes, assigning responsibilities and delegating with accountability.
- ◆ Direct the organization's business development & manufacturing strategies by analyzing trends, preparing critical data mining of customers / competitors / market research / analysis measurements, and implementing business development, product development, production, productivity, and quality strategies while resolving problems and adapting to change.
- ◆ Anticipate the requirements, trends, and variances, and develops action plans to measure and analyze results and initiate corrective action while minimizing the impact of variances.
- ◆ Determine the manufacturing requirements by studying product requirements, obtaining engineering consultations, and coordinating requirements with sales, engineering, procurement, and logistics departments;
- ◆ Manage the business development , production processes by developing business development & production plans and product lifecycles; include planning and controlling materials resources, maintain the best-in-class manufacturing practices, establish priorities, schedule activities and employees, monitor progress, revise schedules and resolve problems.
- ◆ Maintain and ensure the quality production by establishing and enforcing standards, conduct audits and develop quality improvement programs.
- ◆ Work as lead business development, production and global sourcing executive with overall responsibility for the long-range business development, production strategy and objectives for the continued manufacturing of company products in a cost effective manner consistent with quality, safety and legal requirements.
- ◆ Communicate and reinforce the values, policies, and procedures while manage, train, coach, counsel, and review job contributions of the team.

APPRECIATIONS:

- ◆ **Best Sourcing Manager (2010) at JBT Aerotech** - acknowledged by Global Sourcing Director
- ◆ **Best Sourcing Manager at Faively Transport** - accredited by President
- ◆ **Best Employee Award (1992) at Triveni Engineering Works**

PROFESSIONAL EXPERIENCE

Mudra Dies and Patterns, Pune | Head Business Development (Consulting role) From Jan'2019

Responsibilities

- ◆ Business development head of Tooling (Dies for HPDC / LPDC / Gravity /Sand Castings Patterns)
- ◆ Developed customers for tooling Domestic and International
- ◆ Grown the business from 5Cr Turnover per annum in 2019 to 21 Cr per annum as of date
- ◆ Growth of employees from 30 to 170 as of date
- ◆ Expansion of existing facility and added another facility to cater to the demands of the market
- ◆ Brought onboard worldclass customers Viz, TVSM, SCL,Ford, Hyundai, Rockman, Continental, etc.

Craftsman Automation Pvt. Ltd., Bangalore | General Manager Business Development (Aluminum) Nov 2016 to Dec 2018

Responsibilities

- ◆ Business development head of Aluminum (HPDC / LPDC / Gravity /Sand Castings)
- ◆ Implementation of Marketing strategies
- ◆ Data mining / market research / analysis on existing & potential customers and core competitors
- ◆ Implementation of marketing strategies, brand building, strategy formulation
- ◆ Business operations, new product development, key account management and team leadership
- ◆ Recognized for consistently achieving goals by increasing sales
- ◆ Developing business in new markets and growing them to sustainable foot prints
- ◆ Core strengths relate directly to exceeding targets, closing deals, developing successful marketing initiatives
- ◆ Developing client relationships, conducting marketing / sales presentations and acquiring high profit accounts with excellent levels of retention and loyalty
- ◆ Credentials of winning business with large multinational and domestic OEM's including Hyundai, Renault Nissan, Mahindra, Tata Motors, TVS Motors, Sundaram Fasteners, Hitachi Automotives, Myunghwa, Siemens, Toshiba, ABB, Rane, Royal Enfield, Yamaha, Daimler Commercial vehicles, MAN trucks, Escorts
- ◆ Forward looking initiator skilled at researching new products / markets and anticipating / capitalizing on market trends to propel new business growth and revenues
- ◆ Recruit, build and retain top performing sales and sourcing teams
- ◆ Strategic business planning, sales and marketing, Go to Market technologies, Marketing Campaigns, Revenue growth, market intelligence / trends , New product and brand development, Product marketing and sales, market penetration / expansion / Sales forecasting / Bottom line management / Team management / Training and development

Intent Design Pvt. Ltd., Bangalore | Director of Business Development & Global Sourcing From Jan 2013 to Mar2016

Intent Design was established in CY 2004 in Farmington Hills, Michigan, USA; as a Product Solutions company providing Intellectual Property (IP) development and total Systems Solutions, to serve Automotive, Aerospace and Consumer Products sectors.

Responsibilities:

- ◆ Assess key products lines to determine manufacturing strategy, accountable for working with suppliers on capacity expansion to support growth & improve flexibility.
- ◆ Approach DTV to drive to world class cost and margin enhancement, drive VAVE events for design change and design to Value.
- ◆ Benchmarking to evaluate cost / capability of incumbent & potential suppliers. Support new product introductions (supplier selection, quotes & capacity planning), plan, implement and manage supplier contracts, exclusivity and NDA agreements. Mitigate risk via supplier diversity, financial audits, 2+1 strategies & dual tooling
- ◆ Support product teardowns to improve product durability and performance, supplier collaboration to drive innovation and gain a competitive advantage.
- ◆ Experience in lean improvement with the supply base, to help improve profitability. Ensure adherence to compliance standards or regulatory changes. Maintain broad knowledge of worldwide market trends for categories.
- ◆ Conceptualize and implement policy and procedures for the supply chain function. Cost down programs resulted in 9% reduction & SOP for Materials, manufacturing, sales and distribution.

Achievements:

- ◆ Development and pre-production batches of two new technologies. Key role in licensing these products to OE's valued 10M USD. Developed world class team & world class suppliers long term contracts and signed frame agreements with suppliers.

JBT AeroTech, Chennai & Bangalore | Regional Sourcing Manager | August 2007 to January 2013

John Bean Technologies Corporation (JBT) is a leading global technology solutions provider to high-value segments of the food processing and air transportation industries. The company designs, manufactures, tests and services technologically sophisticated systems and products for customers through JBT FoodTech and JBT AeroTech segments. JBT AeroTech provides ground-support equipment for cargo loading, aircraft deicing and aircraft towing, gate equipment for passenger boarding, on the ground aircraft power and cooling. Airport services for maintenance of airport equipment, systems and facilities, military equipment for cargo loading, aircraft towing and on-the-ground aircraft cooling, Automatic guided vehicles (AGV) for material handling in the automotive, printing, food & beverage, manufacturing, warehouse and hospital industries.

Responsibilities:

- ◆ Developed sources for precision machined parts, assemblies, fabrication and product development.
- ◆ Handled project estimation and costing of various mega projects for JBT Aerotech (Jetway Division). Expanded LCR (Low cost region) spend from 5% to 35%. Decreased freight costs from 3.6% of spend to 2.3% of spend through establishments of contracts, consolidation of freight companies and customs brokers.
- ◆ Planned and implemented lean manufacturing concepts such as 5S, root cause analysis, TPM, mistake proofing and
- ◆ Kaizen events in a team environment in the purchasing, inventory control and distribution functions. Formulated and implemented a toolbox of supplier management tools that were used to effectively manage the supply base and to identify opportunities.

Achievements:

- ◆ Accredited with the best Regional Sourcing Manager Award (2010) with highest revenue generation.
- ◆ Handled bid to Oman airport won contract for Aero Bridges worth 10M USD. Attended various business development programs in US, Europe, China and Singapore. Developed world class suppliers long term contracts and signed frame agreements with suppliers.

BIESSE, Bangalore | Head Operations | April 2005 to August 2007

The BIESSE Group set up in 1969 has been involved in producing machinery for furniture manufacture.

Responsibilities:

- ◆ Established the business in India (Green Field Project), responsible for the operational activities and sourcing of various parts for the overseas plant, developed several products with right transfer of technology from overseas counter parts.
- ◆ Handled P&L, formulation and adherence to annual budgets for Global Sourcing & Manufacturing.
- ◆ Provided resolution of issues between departments. Took charge in high-priority crises.
- ◆ Set up key performance indicators for management of the operations group.
- ◆ Collated and assessed customer trends to assist in developing corporate strategy.
- ◆ Managed global sourcing & manufacturing activities to ensure completion within specified time.
- ◆ Administered transitioning of the culture to one that focuses on long-term continuous improvement/profitable growth.

Achievements:

- ◆ Acknowledged as first employee and Head of BIESSE Manufacturing in India.
- ◆ Started from Green field operations today have an employee strength of 1000+.
- ◆ Was instrumental in transfer of state of the art technology for many CNC wood and glass working machines.
- ◆ Long term contracts with all mechanical, civil, and electrical suppliers.

Faiveley Transport, Bangalore from January 2003 – April 2005

Faiveley Transport SA is a France-based company engaged in the railways industry. The Company designs and manufactures equipment and systems for trains, metros and tramways. Its products include couplers, air conditioning units, inter-circulation gangways, internal doors, access doors, pantographs, high-voltage switches, auxiliary converters, master controllers, odometry/tachometry systems and event recorders, anti-skid systems, brakes, platform screen doors, and video surveillance systems.

Deputy Manager Global Sourcing

Responsibilities:

- ◆ Known as first member of the global sourcing group and was responsible to start sourcing business for sister operational units across the globe from India
- ◆ Holds the distinction of executing several contracts for core technologies like Castings, Forgings & CNC Machined parts. Headed Vendor Quality Audit team and trained by French expert on quality audits

Achievements:

- ◆ Recognized as best Sourcing Manager of the group by Group President for the year 2004

Buhler, Bangalore from January 1998 – January 2003

Buhler (India) Private Limited was established in the year 1992. It is the global specialist and technology partner in the supply of plants and services for processing grain and food as well as for manufacturing advanced materials. The Group holds leading market positions as a provider of flour production and feed manufacturing installations, but also pasta and chocolate lines and aluminium die casting systems.

Senior Engineer Purchase & Supplier Development

Responsibilities:

- ◆ Recognized as one of the core member of the group started from Green Field Operations
- ◆ Played a vital role in transferring the state of the art technology from Swiss to India for various ranges of Food Processing Machines
- ◆ Significantly contributed in developing world class suppliers, executing contracts and ensuring the suppliers meet the required quality, cost and delivery of parts and products to manufacturing units across globe
- ◆ Spend analysis, rationalization of supplier base, reduction in logistics cost

Triveni Engineering Industries Ltd., Bangalore from June 1988 – January 1998

Engineer Purchase

Responsibilities:

Efficiently handled sources of various machines viz, Lathe, CNC Turning and Machining Centre, VTL, Radial Drilling and fabrication and Assembly. Core member of reverse engineering group for refurbishment of Steam Turbines & Production.

Additional Information

- ◆ Current Location: Bangalore
- ◆ Experience: Total 33 years of experience in Global Sourcing, Supply chain, Business Development, Green field operations, Startups