

Space for

Photograph

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XXXXXXXXXXXXXXXXXX

XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX

Mobile: XXXXXXXXXXXXXXXX | **E-Mail:** XXXXXXXXXXXX | **Location:** XXXXXXXXXXXXXXXX

LinkedIn ID: XXXXXXXXXXXX

Executive Summary

- I am XXXXXXXXXXXXXXXX, a visionary leader with 24+ years of extensive experience in P & L Management, Business Development & Revenue Growth, R & D, Manufacturing, Business & Cultural Transformation, Building Sustainable Profitable Business, Building & Leading High Performance Management Teams, and Customer Relationship Management, with prestigious International organizations in senior leadership positions. Presently I am associated with XXXXXXXX as President of India Operations and a member of the XXXXXXXXXXXX Council. Prior to XXXXXXXX, I had worked with XXXXXXXXXXXXXXXX and XXXXXXXX
- Have diverse experience in B2B, B2C, B2Distribution and large project
- An out of the box thinker with hands on experience of building sustainable organizational capabilities, and leading large running businesses as well as start ups
- Expertise in managing diverse Products, Solution and Services businesses, Global Captive BPO and Technology Development Centre
- Have worked with diverse customer segments like Industrial, Automotive, Infrastructure, Consumer and Government
- Passionate about formulating transparent & innovative systems & processes in a highly matrix organization
- Experienced in Green Field Manufacturing Project, Merger & Acquisition and M&A Integration

Business Affiliations

- Chairman - Fire and Security Association of India Compliance, Policy and Government Affairs since XXXX
- President - Indian Paint Association and Member, Association Council, CII in XXXX
- Member – CII Council in XXXX
- Board Member - AkzoNobel Sri Lanka, A joint venture company from March XXXX – February XXXX

Passion Areas

- P & L Management
- Strategy & Business Planning
- Business & Cultural Transformation
- New Business Development
- Business Operations
- Sales & Marketing
- Acquisition & Mergers
- M&A Integration
- Commercial Acumen
- Customer Relationship Management
- Resource Optimization
- Team Building and Leadership

Education

- Masters Degree in Business Administration from LNM Institute of Business Management, Patna in 1991
- Advance Leadership Management Program at 3M leadership academy in 2007
- Leadership Development Assignment (Octagon Program) for 10 months at XXXX in 2010

Accomplishments

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- Divested (commoditised) part portfolio and driving towards the profitable IoT solutions and services in India
- Business leader and active contributor in a \$ 120 Million highly complex legacy JV acquisition in Middle East
- Leadership and extended leadership team transition to drive overall improvements
- Fully leveraging Innovation, Local for Local and Extended leadership team for Double Revenue and Triple Profits 2016-18 Strategy execution
- Exponentially expanding captive India back office to drive \$ 200 Million cost savings in 2018

Sustainable Profitable Business and High Performance Management Team at XXXXXXXXXXXX and XXXXXXXXXXXX

- Mentored internal candidates both at XXXXX and XXXXX as part of the success plan
- Led successful integration of XXXXX and XXXXX Automotive coatings businesses in India
- Led \$30 Million Green field Manufacturing project for 3M India tapes business which was commissioned ahead of time and significantly below the budget
- Successful NPI (new product introduction), application development and commercialization at 3M with “Path Finder awards (highest global recognition for marketing and product innovation)” in 1996, 2000 and 2001
- Received Business Manager of the year award in 2006 for 3M Industrial markets globally and led 10X (10 times growth in 10 years) strategy development
- One of the eight employees to work for one year on an “XXXXXXXXXX 2010” project with the Management and Supervisory Boards.
- Made significant contribution to the “XXXXXXXXXX”, comprehensive 10 year vision strategy (2011-20)
- Designed and led safety and sustainability led initiatives