

**Name xxxxxxxxxxxx**

Mobile: +91- xxxxxxxxxxxx | E-Mail: xxxxxxxxxxxx@xxxxxxxx.xxx

**COO/ CEO/ Business Manager  
Telecom/ Telecom Infrastructure/ IT/ Solar Power/ Fertilizers Industries**

**Professional Synopsis**

- ↻ An achievement oriented, versatile, high-energy professional with 25 years of rich experience in achieving business growth objectives within turnaround & rapid changing environment
- ↻ Currently working in xxxxxxxxxxxx as Sr. Vice President
- ↻ Multi-faceted talent includes high-stake decision making, ability to develop business solutions and strategies, execution of strategies and plans, sharp commercial acumen, aligning vision and steering growth initiatives for achieving corporate goals.
- ↻ 'Hard-wired' to innovate and strategize, gifted with vision, determination, strong work ethic, irreproachable integrity
- ↻ Strong hands on experience in Project Management, Commercial Operations, SCM, Contract Management, Order Management, Relationship Management
- ↻ Targeting challenging assignments as CEO
- ↻ Major projects managed: xxxxxxxxxxxx project
- ↻ Motivational leader with a process oriented approach, focus on continuous improvement and experience of directing cross-functional teams, and respected as a proponent of empowerment
- ↻ Strongly believe in empowering people
- ↻ Targeting assignments as COO/ CEO/ Business Manager with P&L responsibility in Telecom/ Telecom Infrastructure/ IT/ Solar Power/ Energy Management/ Fertilizers Industries

**Achievements**

- ↻ Integration of Q\_W SCM processes and additional Roll out of 24 K new sites as part of SCM/ Procurement role
- ↻ Projects management and development of Rapid deployment towers/ lite anchor model
- ↻ Rs 400 Cr/ Annual profit addition thru better contracting implementation of Super Comprehensive O&M model
- ↻ Took the growth rate from 400 RFI PM in projects to 1000 RFI PM in the 4 year tenure in projects
- ↻ Improvement of productivity from 700 members proeject and SA team to a lean structure of 100 + 100 people team in projects and SA
- ↻ Streamlined the processes to achieve 3 times productivity improvement in xxxxxxxxxxxx, and was recognized for delivering 1000 sites PM
- ↻ Handled vendor management for building 18000+ sites for client xxxxxxxxxxxx in 1 year which is recognized as the fastest roll out in the world

**Knowledge and Expertise Areas**

Strategic Planning | Business Analysis | P&L Management | Project Management | Execution | SCM & Procurement | Commercial Acumen | Budgeting & Costing | Operations Management | Vendor Management | Safety and EHS | Client Relationship Management | Mentoring & Training | Team Building and Leadership

**Academics & Value Additions**

- ↻ PG Diploma from xxxxxxxxxxxx in 1998
- ↻ BE (Mechanical) from xxxxxxxxxxxx in 1991
- ↻ MDP (Please write the name of program) from xxxxxxxxxxxx, in 2013
- ↻ MDP (Please write the name of program) from xxxxxxxxxxxx, in 2010
- ↻ Bagged AIR - 403 xxxxxxxxxxxx Entrance Exam, IIT India's leading Engineering Institute
- ↻ Received ISO certification for xxxxxxxxxxxx

### Career Milestones

S. No.	Company Name	Designation	Duration
1.	XXXXXXXXXX	Sr. Vice President	Since xxx 2012
		Vice President	xxx 2009 – xxx 2012
2.	XXXXXXXXXX	General Manager	xxx 2007 – xxx 2009
3.	XXXXXXXXXX	Leader	xxx 2004 – xxx 2007
4.	XXXXXXXXXX	A.V.P	xxx 2003 – xxx 2004

#### Experience Highlights:

XXXXXXXXXX Sr. Vice President Since May 2009

#### Project Management:

- ↻ Interfacing various domain experts with multi-cultural background and cross functional teams
- ↻ Conceptualizing and developing training & development initiatives for improving productivity, building capability and enhancing quality; setting-up system and process for new setup organization post Mergers (VIOM, Indus, Teletech Inc)
- ↻ Executing projects to deliver speedy results; dealing in end-to-end process improvement; removing bottlenecks; ensuring EHS, safety (HSE)
- ↻ Recognized for rolling out and streamlining projects delivery; played a key role in optimizing workforce (700 to 200) for managing projects/ SA while improving delivery from 500 RFI/ PM to 1000 RFI/ PM
- ↻ Merit of receiving ISO 9001, ISO 14001 and OHSAS 18001 certification for Project & SCM area
- ↻ Successful in improving project cost thru systematic approach of product redesign, fish bone analysis, Innovation in upgrade project with P&L impact on Lite Anchor Project and upgrade project; thereby reducing project cost by 50% through tower and electric systems redesign and productivity improvement program
- ↻ Ensuring project partner and employee training on productivity improvement
- ↻ Leading the 'Rapid Deployment Tower' development program

#### Operations and Technology:

- ↻ Implementing **Super Comprehensive contracts** for operations & maintenance of 40k sites of XXXXXXXXXXXX
- ↻ Directing competitive analysis for market study: RF database developed & coverage analysis
- ↻ Managing infra planning and design measures for reducing capex spend
- ↻ Leading energy management through 'First Electro-Self Fuel Cell' product introduction in India
- ↻ Implemented renewable energy model for telecom sites Viz Solar, Bio mass, TOC, Li Fe BB solutions

#### Procurement and SCM:

- ↻ Spearheading procurement & supply chain of 15k sites FY09 – 10, world's fastest site rollout Project
- ↻ Administering lead integration of SCM operations of QTL & WTTIL process, warehousing, SAP migration
- ↻ Working extensively towards cost reduction program, warehousing cost & inventory turn reduction program; conducting reverse auction & clean sheet analysis
- ↻ Establishing repair and reuse facility for XXXXXXXXXXXX

XXXXXXXXXX (Please write Designation) xxx 1992 - xxx 1997

- ↻ Settled new urea, ammonia and Utilities plants Viz Waste Water Plant, Power Plant and Bagging Plant at Kota India from setting up to Operations for 1250 MTPD
- ↻ Handled the first turnaround of Urea plant shut down taken after 2 year operations
- ↻ Handled the Import of various equipment's at Kandla and Mumbai Ports for setting up of plant and ODC consignment movement
- ↻ Streamlining of Mechanical and Works contract ARC's
- ↻ Also worked at ISGEC, PLL and Purolator filters unit at Delhi and NCR area's

### Personal Details

- ↻ Date of Birth : XXXXXXXXXXXX
- ↻ Address : XXXXXXXXXXXX
- ↻ Location Preferred : XXXXXXXXXXXX