

K. Vijayanagesh

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SENIOR PROFILE IN OPERATIONS MANAGEMENT - MANUFACTURING

SUMMARY: A business-focused and target-driven professional specializing in manufacturing with **30 years' rich experience** with India's premier manufacturer of commercial vehicles, offering expertise in end-to-end management of manufacturing operations. Worked with **Tata Motors Limited** since January 1984 and just retired after heading one of the units of Tata Motors in the capacity of **Sr. Asst. General Manager / Business Unit Head**, and currently working as **Consultant in Manufacturing Excellence**

Target Job: CEO/Business Unit Head

Executive Profile

- Champion the organization's missions and vision and drive talents and resources to deliver fullest potential to meet top line and bottom—line objectives while planning finance & business and spearheading operations
- Capable of transforming business & process by rejigging operation and bringing people together out of their closets to deliver beyond what have been demonstrated over the years—instill confidence and enable people to perform to the highest level of efficiency and productivity
- Recognized as a go-getter and make things happen through proactive and critical assessment of deliverables, supports, risks, opportunities, etc. as well as by renewed strategy planning to catch up to results
- Exeditiously manage manufacturing operations right from material planning/sourcing to final product delivery with ownership of resources, production, cost, quality, process, productivity& reliability
- New product development, production, process control, quality controls, continuous improvement projects, new facility set up, waste management initiatives, etc. To establish business continuity and enhance overall utilization efficiency while improving quality and reducing cost
- Early career hands on experience in shop floor operations in manufacture of Gear Box & Rear Axle, fabrication & welding area (Frame Shop, Propeller Shaft) operations, heat treatment processes & other operations
- Qualified TBEM Assessor for Tata Group, TS-16949 Auditor and ISO 9001 Lead Assessor with in-depth understanding of TPM, Kaizen, Six Sigma, TS-16949 and ISO 9001

EXECUTIVE SKILLS

Business Planning | Financial Controls | P&L Management | Business Development | Future Capacity Planning | Operations Management | Business Continuity Planning | Supply Chain Management | Cost & Quality Management | Production Management | Process Control | Efficiency & Productivity Enhancement | Spare Parts Management

WORK EXPERIENCE

April 2014 to Date

Consultant in Manufacturing Excellence

Jan 2002 – Mar 2014

Gearbox Unit of Tata Motores, Jamshedpur as Business Unit Head / Sr. AGM

Growth Path

Jan'02 - Mar'03 Sr. Manager, Heat Treatment

Apr'03 - May'04: Sr. Manager, PPC & Spare Parts Business

Jun'04 - Apr'05: Sr. Manager, PPC & Manufacturing

May'05 - Apr'07: AGM — Head Unit II HVTL

May'07 - Apr'11: AGM - Business Unit Head MYR (Supply Chain, Manufacturing Gear Cutting, and HT with all functions)

May'11 - Mar'14 Sr. AGM — PPC, Unit B

Job Profile

- Plan & manage manufacturing requirements including production, process enhancement and general administration
- Formulate & implement Strategies for operational management and development
- Manage and control departmental expenditure within agreed budgets

Performance Highlights

- Actively involved in overall operations of the company.
- Independently monitored the supply chain process for achieving spare parts targets worth INR 69 Crores
- Significantly contributed in systems, procedures developed and implemented rationalization of parts
- Streamlined supply chain operations and backward integration with suppliers
- Played a vital role in cost reduction activities and achieved 12% saving through value engineering, and use of obsolete materials after modifications, inventory reduction, etc.
- Recipient of several cash rewards for cost saving suggestions
- Developed safety standards

Jul'82 to Dec'01

Tata Motors Ltd., Jamshedpur

Manager — Manufacturing (Gear Cutting, Heat Treatment)

Growth Path

Jul'82 - Jul'84: Graduate Engineer Trainee

Aug'84 - Jul'88: Engineer / Sr. Engineer — Manufacturing (Rear Axle Machining Lines)

Aug'88 - May'91: Asst. Manager — Manufacturing (Prop Shaft Machining Lines)

Jun'91 - Jun'96: Dy. Manager — Manufacturing (Frame Shop / Prop Shaft / Rear Axle Machining / Gear Cutting)

Jun'96 — Dec'01: Manager — Manufacturing (Gear Cutting / Heat Treatment)

Performance Highlights (Accomplishments)

- Involved in new products development in terms of GBS-50, AGB, GBS — 600, 90 Dia. Prop-shaft, LP055 Frame and 1312 Rear Axle Tube as core member of the team engaged in the projects
- Exceeding production by 105% and enhanced productivity by 15%
- Reduced 4th Gear ratio defects to 0.1% from 1.3% by process improvements
- Effectively introduced off-cut minimization of propeller shafts through value engineering and saved INR 60 Lac/Year.
- Minimized line stoppages from 6% to 0.2%
- **Hold the distinction of executing INR 4.5 Crores Project for relocation of unit consisting of 168 major machines in record time of 21 days without affecting production**
- Enhanced operating effectiveness of machine with fixture modification of GBS50/speed gear to save time & increase production by 4050 per shift.
- Implemented TPM concepts and S.D.T (Self Directed Team) Concepts.
- Successfully executed several projects —
 - Revitalization of special purpose Drilling Machine.
 - 536 Chassis modified through replacement of radiator fans & 42 Rear axles & front axles
 - Zero base costing for gear box cutting tools
 - Inventory reduction from 8 days to 3.5 days
 - Indirect material cost reduction from INR 11/equivalent gearbox
 - Revamp of the process and development & implementation of Quality Systems as per ISO 9001 & TS 16949
- Successfully conceptualized & implemented Kaizen, TPM, Value engineering, & Poka Yoke initiatives
- Core member of team involved in implementation & assessment of Tata Business Excellence Model (in line with the Malcom Balridge Model of USA)
- Reprocessed the entire way and arranged training program for new recruits at Jamshedpur
- Facilitated easy understanding with productionising the parts on obsolete machines after modification of machines with channel partners in their production planning to increase the supplies
- Effectively enhanced the market with alternate sources for increasing revenue in spare parts, external business and higher revenue from gear metrology
- Attended All India Customer Meets (represented Jamshedpur) at 9 cities across India

APPRECIATIONS

Received compliments/appreciation from:

- Top Management, Jamshedpur Works, President's Office
- Top Management (Pune CVBU, CV-Engines).
- Top Management (HV Transmissions Ltd., HV Trans Ltd.)

EDUCATION & PROFESSIONAL DEVELOPMENT

- **PGDBM** (Finance & Marketing) from XLRI, Jamshedpur in 2002
- M-Tech (Production Management) from Ranchi University, 1985
- BE (Mechanical) from NIT —Jamshedpur, Ranchi University in 1982
- Qualified Assessor for the Tata Business Excellence Model (TEEM) for the Tata Group
- Certified Lead Assessor for ISO 9001, TS 16949 from BVQI.
- Attended Training Programs/Courses as under:
 - Safety Standards by DuPont, 2012
 - EDP for senior Executives at TMTC, Pune in 2004
 - Management Appreciation Program for YOUNG Tata Executives by TMTC, Pune in 1994
- Total Quality Management in the 21st Century at the IIIIE National Convention at Trivandrum in 2004
- Cost Reduction through waste elimination by value Engineering presented for publishing in the IIIIE Journal

PERSONAL DETAILS

Date of Birth : July 01, 1958
Language Proficiency : English, Hindi and Telugu
Nationality : Indian
Location Preference : Anywhere in India and Abroad