

RESUME

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Summary

- CXO level Transformational Leader with about four decades of experience in Manufacturing, Projects / Contracting, Business Services Sectors in India, Asia Pacific & Philippines.
- About 14 years of experience in Manufacturing in multinational corporations Siemens, Gunnebo with proven track record of Manufacturing Transformation, Manufacturing Consolidation / Plant Relocation, Capacity Expansion & Modernization, Productivity Improvement & Cost Optimization.
- 15 years of proven track record as COO / Managing Director / CEO / Country Manager of Business Growth, Business Turnaround, Cross Geographical & Cultural Team Integration.
- Proven track record of Scaling the Business, Operational Excellence, Financial Agility / Enhancing Profitability, People Leadership, Business Transformation, Agile Decision making. Board Exposure in Private Limited, P/E backed & Listed Companies

Professional Experience

Siemens India Ltd.

1984-1994	Last Position – Group Head	Achievements
	• Switchgear Plant, Kalwa • Industrial Electronics & Automation Plant, Worli & Nasik • Strong Experience in Production, Product Development, Order Execution / Logistics	• Productivity Improvement by 20 % • Cycle Time Reduction by 30 % • Localization / Cost Reduction • Support in Plant Relocation (Technical Training to Staff) • Export of Products from India to Germany.
1994-1996	Asst. Manager – Projects, Mumbai	Achievements
	• Setting up of Regional HQ South East Asia for Mining & Material Handling Project Business • Business Growth of Project Export Business	• Successfully set up RHQ • New Client wins – EGAT Thailand, Bukit Asam Indonesia.
1996-2001	Regional Manager – Ahmedabad	Achievements
	• Launch of Enterprise Communication Business in Central India.	• Business Growth CAGR 15% • Market Leadership Top 3

- Channel Management, Key Account Management
- Solution Selling
- Developed Channel Network & Key Accounts across Central India.

Philips India Ltd.

2001-2003	Business Unit Head India Broadband Networks, Mumbai	Achievements
	• Business Transformation • Key Account Management • Technical Adaptation • Development & Service Station	• Business Turn around, Profitable Business. • Double Digit Growth • Acquisition of new Key Account

Tata Tele Services Ltd.

2003-2004	Vertical Head Wireline Telecom Basic Services, Gujarat Circle	Achievements
	• Set up business in Gujarat Circle • Value Added Services • Channel & Key Account Management	• Launch of Services • ARPU Improvement

Johnson Controls West Asia & APAC

2004-2011	Country Solutions & Services Sales Manager India, Regional Executive & GM West Asia, Director Technology Market APAC	Achievements
	• Growing Project Contracting & Services Business – Building Controls • Setting up & profitably growing Global Work Place Solutions Business in West Asia, • Vertical Market Development of Technology customers across APAC	• CAGR 40% across West Asia & 20% across APAC • Customer Retention of 95% • As a Global Team member won a Global Deal of USD 1.5 bn over 5 years. (Cadbury) • Integrated York HVAC Services in Johnson Control's Control Services post global acquisition

Gunnebo AB

2011-2015	Country Manager & Managing Director – India, Mumbai	Achievements
	• Provide Strategic & Operational direction & mentorship to Senior Management Team • P/L Responsibility • Strategic Initiatives ➢ New Products, Business Launch ➢ Business Turnaround ➢ Manufacturing Consolidation ➢ Plant Capacity Expansion ➢ People Development	• CAGR Topline 30%, Highest Profit Contribution to Group • Relocation to Chennai Plant to Halol. • Capacity Expansion of Halol Plant with investment of USD 25 million. • Setting up of new line for export of ATM Safes. • Implementation of performance linked variable pay for Plant Staff (workmen)

- Implemented customized Leadership Development Program for Top Talent with the support from Korn Ferry.
- Set up R&D Unit for APAC in the Plant

ISS A/S

2015-2022	Chief Operating Officer Security Services, India Interim Country Manager / CEO, Philippines Chief Operating Officer – All Group Companies, India Chief Operations Performance Officer – All Group Companies, India	Achievements
	• Profitable Business Growth • Complete Responsibility of Operational Management. • Restructuring in Philippines • Identification & Assessment of potential acquisition targets • Setting up of Global Function in India – Operations Performance.	• Turned around Security Services Business • Restructured Operations in Philippines entity & eventually hived off the entity. • Double Digit Growth & Contract Retention of 97% • Set up new global Function in India Operations Performances (Supply Chain, EHS, Product Management Costing & Technology Platform)

Linc Digital Systems Pvt. Ltd.

2022-2023	CEO & Advisor	Achievements
	• Restructure Operations in System Integration Project Business (HVAC, Building Automation, Fire Fighting & Water Treatment) • Advising Promoters on Strategic Options	• Restructured Financial & Operational Processes.

Academics

1984	B.E. (Elect. Engg.) University of Bombay, India
1991	DBF Institute of Chartered Financial Analyst of India (ICFAI)
1999	Management Program for Business Managers, Indian Institute of Management, Bangalore (IIM-B), India
2011	Leadership Program, Stockholm School of Economics (Sweden)
2024	Certified Corporate Director, Institute of Directors (IOD), India.

Present Status

- Independent Director (Non-Executive) on the Board of

- **Polo Queen Industrial & Fintech Ltd. Chairman Audit Committee, Member Risk Management Committee,**
- **NRB Industrial Bearings Ltd. Member Audit Committee, Member Nomination & Remuneration Committee, Member Stakeholder & Relationship Committee**