

## **Curriculum vitae**

### **Nayan Wani**

B.E. Mechanical, MBA Finance

Total industrial experience – 18years

Current location - Vadodara

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### **Career Objective:**

To work with a growing organization where I can contribute my techno-commercial & innovative skills so as to enhance my own productivity at the same time achieving organizational objectives with the attribute of time, quality and discipline.

### **Soft Skills:**

Sound hand in SAP, MS Office, generating top management presentations, MIS reports etc.

### **Key Strengths :**

Self-motivated, Dynamic leadership, Team building, Relationship management, Result oriented, Goal Centric approach, Capable of independently handling assigned portfolio, Energetic team player, CFT approach, Good communication skill, presentation skill, building rapport with customers & business partners. Sound hand in MS office, Top management presentations, Training to peers.

### **Employment History :**

#### **1) DAWNSUN EXIM CORPORATION, NOIDA.**

Dawnsun Exim Corporation is the biggest distributor of Imported Tyre manufacturing equipments & spares across India. They represent 21 global manufacturers from different geographies of the world for their equipments, spares & services. Also, they manufacture molded rubber products & control cables for tractors & automobiles & home appliances under their group companies DMPL & DKEPL which is ISO /TS 16949 & TUV Germany Certified .

Designation	:- GM – Marketing & Business development
Duration	:- From Oct 2016– Continuing
Reporting to	:- Managing Director
CTC	:- 10.76 lacs per annum

### **Job Profile :**

- Responsible for procurement of imported equipments & services from Principles based in different countries like Europe, USA, Japan, China, Singapore, UK etc.
- Responsible for complete PtoP cycle right from RFQ, RFI, Techno-commercial offer, clarifications, execution of orders on time, timely deliveries, dispatches, payments & after sales support etc.
- Products handled are Tyre Manufacturing equipments & spares like Breaker cutters, Body ply cutters, Bead winding, Bead apexing, Extruders, Auto Tread booking systems, Tyre building machines, Curing presses, Gauge control system for calendars, Tyre uniformity, Geometry machines, Balancing machines, Testing equipments, Mold engraving, Mold spring vents, Piston valves, Control Valves, MHE's, GT Spray painting machines, VCLs, Cutting Knife, Ultrasonic cutters, Tyre testing, Utilities design, Insulation pads, RFID labels, Barcode labels, Automation in warehousing etc. In all it is a ONESTOP SHOP for any Tyre Industry.
- Also, handle sales of Mechanical control cables for 2,3,4 wheelers & tractors, rubber products & metal to rubber bonded products for automobiles.
- Keep close watch on market activities, commercial news & identify business opportunities to grab orders for various Greenfield projects & Brownfield projects.
- Travelling across India for visits to customer's Head office, Plant, warehouses etc. Organize business meetings of foreign suppliers with different levels of authorities like Chairman, VP,

Director, Unit Head, HOD's, Plant engineers etc Make them aware of latest, new generation products launched in market & convince for purchasing by giving calculations for ROI & Tangible/intangible benefits.

- Building rapport with important customers for achieving repeat & referral business.
  - Create & develop a committed team that works in the direction of organizational growth.
  - Identify & develop new clients with the attribute of long-term business opportunities.
  - Participate in local as well as international exhibitions, invite clients for exhibitions, attract maximum participation, introduce company products & services in systematic manner.
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- Attended –
  - India Rubber Expo, Chennai in Jan 2017,
  - Asia Rubbtech, Bangalore in Sept 2017
  - India Rubber Expo, Mumbai Jan 2019
  - Tire Technology Expo, Hannover, Germany, March 2019

## **2) APOLLO TYRES LTD, VADODARA.**

Apollo Tyres Ltd is amongst the Top 5 leading Tyre Manufacturing Companies in India & is growing very fast to grab business opportunities across the globe.

Designation :- Associate Manager (Purchase, Vendor development)  
Duration :- From Jul 2004 – Sept 2016  
Reporting to :- Group Manager (Purchase)

### **Job Profile :**

#### **Procurement of material & services- Domestic / Imports- (From 2008 to 2016)**

1. Having a very good network of Vendors & Transporters for various material requirements. A good vendor base in Gujarat, also across India & outside India – almost more than 1000 contacts. Good control over vendors for timely supply of quality material at best cost.
2. Project procurement / plant procurement / services/ contracts. Procurement of capital equipments, spares & services from local market as well as foreign markets. Equipments & spares handled Banbury mixer, Mixing mills, Extruders, Calendars, Steel cord calendar, Breaker cutters, Bias cutter, Captrip cutters, Bead winding, Bead apexing, Tyre building, Tyre curing presses, X ray, Tyre uniformity machines, Balancing machine, MHE's Trolleys, Forklift, chainlinks & tackles, cranes etc.
3. Procurement of indigenous & imported engineering spares, indirect material & consumables (Mechanical, Electrical, instrumentation, Utility, Material Handling, Scientific devices, Tools, Measuring instruments, Welfare items, Canteen items, Housekeeping items, Packing materials, safety items, HR items, Stationary items etc.) Dealing with suppliers from Europe, UK, USA, Japan, China, Israel etc.
4. Generate RFQ/RFI, Getting quotations from competent suppliers, preparing QCS, negotiating prices & other commercial terms & conditions, freight, payment terms, ABG, PBG, preparing PO in SAP, filing of BOE, EPCG applications, LC payments, PE certificate, TRC, coordination with freight forwarder / CHA, custom clearance.
5. Having fair knowledge of various rules of customs, taxation, transportation across state borders, e-way bill, GST implications etc.
6. Selection of authorized dealers for fast moving consumable and spares.
7. Finalising ARC / AMC / Banking : Annual rate contracts on yearly basis with selected parties and evaluating periodically their performance in terms of quality and delivery.
8. Rejection & replacement of faulty/wrong items / Penalty claims / L.D. clause.
9. Monitoring timely supply and payments.
10. Documentation of internal and external audits conforming to ISO/QS9000, TS16949, ISO50001 EMS standards.

### **Other core activities :**

1. Vendor development, vendor selection, vendor rating, vendor evaluation
2. Generating MIS, review of ROL / ROQ to control inventory
3. Calculating savings in procurement
4. Recording of achievements with Before/After analysis.

5. Innovation, SIP – Small Improvement projects
6. Developing Import substitutes / OEM substitutes
7. Logistics - Annual contract finalisation with courier agencies, transporters & freight forwarders at lowest rates & best services for imports & domestic movement.
8. Monitoring & controlling freight charges, taking spot rates for heavy weight consignments.

#### **Production, Planning, Training (Year 2004 to 2008)**

1. Handling complete production cycle from base material from upstream machines to delivery of finished products as shift incharge. Planning as per machine availability & SCM plan.
2. Machine utilization as per designed capacity of machine, proper manpower allocation & utilization to get targeted production nos.
3. Has exclusively worked for Training & development of new & existing employees. Contributed in creating best shop floor practices with the attributes of safety & discipline. Development of training modules on various subjects with easy language & clear understanding by pictographic slides.
4. Skill assessment, Knowledge gap analysis & training requirements etc.\_ISO/TS 16949 documentation. Office TPM etc.

#### **Achievements :**

1. Independently handling Greenfield Project Sales & routine sales at most renowned Tier1 & 2 tyre industries across India. Grabbed most prestigious & high cost project orders.
2. Providing complete technical support from past industrial experience to help clients to choose right products for their requirements.
3. Successfully handled procurement for various high value expansion projects at Apollo Tyres with the attributes of time, quality & cost.
4. Leading role in development of 74 imported machining items from local machinists - Provided technical support to supplier & users for the same.
5. Leading role in development of 269 OEM supplied items from Baroda based vendors. Co-ordinated with plant & vendors without affecting regular production.
6. Leading role within the team for increasing production capacity of PCR plant from 4000 tyres per day to 16000 tyres per day.
7. Successfully trained more than 600 new joiners as well as existing employees on various subjects with practical as well as theoretical knowledge of tyre technology, business excellence, leadership development, 7 QC tools & more.

#### **3) GOODYEAR SOUTH ASIA TIRES PVT. LTD. AURANGABAD.**

Designation :- Management Trainee  
 Duration :- From Jul 2000 – July 2004  
 Reporting to :- Manager Maintenance  
 Job Profile :- Preventive Maintenance

#### **Trainings attended :**

1. Training on GST basics, rules & responsibilities – Organised by BMA.
2. Training on Import-export procedure, customs procedure
3. Training on Purchasing procedure
4. Training on 7 QC tools.
5. Training on 5S, Office TPM & DWM.

#### **Academic qualifications :**

B.E. Mechanical with first class (Year 1996-2000) from Govt. Engg College, Jalgaon  
 MBA Finance with first class (year 2004-2005) from RSIM, Aurangabad.

#### **Languages Known –**

English, Hindi, Marathi, Gujarathi – Can Read, Write, Speak all four languages fluently.

**Regds,  
 Nayan Wani  
 B.E. Mech. M.B.A. Finance**