**R.NANDA KISHORE BABU**

**Flat no 408, Whitestone landmark apartment, belathur 2nd main, kadugodi post, Bangalore - 560067**

**Mob: 9738569293/9343276801**

**E Mail:** [**nandakishorebabur@gmail.Com**](mailto:nandakishorebabur@gmail.Com)

**SUMMARY**

* 14.8 years of rich experience in overall manufacturing /planning / sourcing / development especially for motorcycle & 4-wheeler stamping & assembly components as Asst. Manager controlling individual business vertical with a turnover of 13.5 million USD /annum with a team of 7 engineers & 50 workmen.
* Specialized in automotive products development specifically in transmission parts, engine parts and other related components.
* Experience of 8 Year specially in handling international vendors -Sourcing / Supplier Development / Supplier Evaluation, Supplier end new Product development.
* International exposure and frequent traveling for handling – subsidiary manufacturing facility & satellite offices at china / Middle east / Vietnam / Malaysia and Thailand specially for transmission products manufacturing feasibility study & business development.
* Also having international exposure in sales and marketing for 2 wheeler aftermarket in Africa / Middle East / Latin America.

**SKILLS**

* Project feasibility study /Costing/bidding/preparation of quote
* Strong knowledge of Advanced Product Quality Planning (APQP), Production Part Approval Process (PPAP), Failure Mode and Effect Analysis (FMEA)
* New project planning and monitoring/manpower planning/facility requirements and execution.
* New Product development monitoring and execution/tooling/manufacturing facilities/ capital budget planning.
* Expertise in Aftermarket part development at supplier end to increase our SKU wise sales basket for business development.
* Experience in handling international sourcing for auto components
* Design Software Knowledge In AutoCAD, Creo 2.0
* SAP Prod modules : production / sourcing / sales / planning / quality
* MIS report preparation / business analysis / sales report and forecast analysis – in MS office / presentation /tableau.
* Ability to work in a diverse and dynamic environment & to present data effectively
* Good communication and interpersonal skills & strong negotiation and influential skills
* Effective team player with superior communication skills, customer needs assessment & team handling

**CURRENT JOB RESPONSIBILITIES**

* Development of engine transmission products for Motorcycle & four wheeler in both OEM & Aftermarket
* Project feasibility study/costing/Budget control/facility development project management and monitoring
* Handling documentation on product development (PDR/DFMEA/DVP/DFMEA-DVP MATRIX/PF/PFMEA/CP/WI/inspection standards/concurrent engineering)
* Regular working on Production planning/ Productivity improvement/ trouble shooting/counter measures/quality improvement. Cost working based on Bill of material finalized for individual SKU’s
* Setting up of manufacturing facilities according to tact time
* Budget preparation based on marketing sales plan
* Control inventory on both indigenous & Import raw material to stabilize the cash flow management.
* Monitor Raw material and variable cost fluctuation on monthly basis to update the same in MRM report before profit loss assessment.
* EBITA/PAT optimize based on VAVE implementation, cost saving, fixed cost and variable cost control.
* Improve asset utilization and plant efficiency, work towards continue improvement and customer satisfaction.
* Technical support in sales & marketing for new business opportunities
* Additional responsibility taken for business development in Middle East /Africa / Latin America Market.
* Handling import and export commercial- insurances, duties and taxes, monitoring of the shipments to ensure the compliance of regulations
* Maintain customer relations and participation in the organization's sales activities
* Assessment of new marketing and sales opportunities as well as presentation of those estimations to the respective managements to increase the efficiency and effectiveness of exports

**PROJECTS HANDLED AND PRODUCT DEVELOPMENT DONE FOR OEM & TIRE 1**

* Development of drive and timing transmission parts for KAWASAKI / KTM / EICHER MOTORS / PIAGGIO / HERO /TVS / HONDA / DIADO / DIVGI warner model two wheelers
* Brake pad linear for Brembo brakes.
* Ducati-Thailand new projects (disc brake liner and pads and timing and drive sprockets.).
* safety airbag cover for Toyota / Nissan & for autoliv India.
* Sensor wheel for Royal Enfield
* Spare wheel Winch for XUV500, SCORPIO NEW, of M&M and TML
* Gear shifter and Cable Assy. for XUV700, Nissan, and VW
* Parking Brake for XUV500-M&M,Tata
* Door latches of STORM, XENON of TML. Hood Latches VW POLO, VENTO, SKODA RAPID AND OCTAVIA
* Parking Brake 613T and DHOST of Ashok Leyland
* Power Window regulator system Maruti/ YCA/ U301/ S101/ YRx/ YP8/ W10/ ICV/ Eicher Condor/ Eicher Polaris/ ISUZU/ Daimler Benz/ Force Motor/ AISIN-Toyota/ P601/ FIAT/ Piaggio/ Tata motors/ SKODA/ VW.

**PROJECTS AND ACHIEVEMENTS ON AFTERMARKET**

* Export Business Developed in middle east / Vietnam / Africa / Latin America
* Taken additional Responsibility as export sales and Marketing and achieved a sales target of 1.5million USD/annum
* Developed individual process setup for chain manufacturing (sub assembly)
* Proto developed and pattern submission waiting for online lubrication system for motorcycle transmission parts.
* Specially formulated aerosol cleaners and lubricants for chains in IFB Aftermarket.

**EXPEREINCE**

**1: Assistant Manager -Project manager Auto Components (OEM & AFTER MARKET)**

Company: IFB Industries Ltd Duration : June 2014 to Till Now

Department: Operations – plant lead

Reporting hierarchy – CEO Engineering Division

**2: ASST ENGINEER-NPD/CUSTOMER QUALITY (OEM & AFTER MARKET)**

Company : l.g.balakrishnan & bros ltd, coimbatore. ( Tyre – 1 ,auto ancillary industry)

Duration : jun 2010 to june 2014 Department**:** Research and Development

**3: SUPERVISOR – Production & Quality**

Compan :OM sakthi engineering pvt ltd/ Duration: Apr 2009 to May 2010.

Designation : supervisor/ Department: quality control

**EDUCATION CREDENTIALS**

* Diploma in mechanical engineering completed in 2009 with 60%
* B-tech in mechanical engineering completed in 2016 january with 64 % **(Part time)**

**DECLERATION**

I hereby confirm that the particulars given above are true and correct to the best of my knowledge.

Date: 15.12.2023 (R.Nanda Kishore Babu)