



P.N. Wali
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Professional Synopsis

- A dynamic professional with **nearly 42 years** of rich experience in spearheading business operations with key focus on top line / bottom line profitability while ensuring optimal utilization of resources in Dairy Industry.
- **Presently associated with Eashan Enterprises, Delhi as Consultant (Business and Industry).**
- A keen planner, strategist & implementer with demonstrated abilities in managing entire plant operations and accelerating the business growth.
- Possesses excellent business acumen with skills to remain on the cutting edge.
- Adept in managing business operations involving resource planning, supply chain management, HRM, in-process inspection, team building in co-ordination with internal / external departments.
- Significantly engaged in implementing ISO 9001/ 9001 standards along with various techniques for improving the plant operations along with energy conservation for cost savings.
- Proven skills in managing teams to work in sync with the corporate objectives & motivating them for achieving business and individual goals.
- An effective communicator with excellent relationship building & interpersonal skills. Strong analytical, problem solving & organizational abilities. Possess a flexible & detail oriented attitude.

Core Competencies

Profit Centre Operations	▪ Establishing short term / long term budgets & corporate strategies for achievement of business targets.
Strategic Planning & Management	▪ Setting up and managing entire plant operations with a view to achieve business objectives and ensure top line and bottom line profitability.
HR Functions	▪ Managing day to day HR & administrative activities in coordination with internal / external departments for smooth business operations.
Industrial Relations	▪ Ensuring healthy employee-management relations in the organisation, by encouraging workers to voice their opinions on common platforms and promoting employee involvement in improvement activities.
Production / Manufacturing	▪ Production scheduling, implementing quality tools like ISO 9001/ 9001 and allocating work for achieving of monthly production targets.
Cost Savings	▪ Coordinating the sales & marketing functions along with promotional activities to create market brand visibility.
Finance & Budgeting	▪ Deploying various methodologies to analyze various processes for reducing rejection, realizing operational efficiencies, controlling variability, costs & reduce cycle-time.
Sales & Marketing	▪ Sustaining the existing distribution network & ensuring timely distribution of the merchandise.
Distribution Management	▪ Identifying chronic causes by the use of latest analysis techniques for eliminating wastages while enhancing the plant efficiency and productivity.
Liaising & Coordination	▪ Executing various techniques to achieve substantial reduction in expenditures and work within the budget.
Product Positioning	▪ Recruiting, directing, leading & motivating workforce; imparting continuous on job training for accomplishing greater operational efficiency.
Quality & Compliance	▪ Liaising with various government departments and authorities for obtaining various approvals & clearances for seamless plant operations.
Advertising and Media Planning	
Man Management	

Organisational Experience

Since Oct '09 with Laxman Tools Pvt Ltd . Sohna , Gurgaon as CEO .

Introduce as a quality manufacturer of high tensile steel fastener , looking for new growth opportunities.

- A new state of art plant at Gurgaon
- Latest imported automatic machinery from Japan and USA
- Dedicated and complete in house secondary operations
- Inspection at every stage with 100% trace ability

Laxman is dedicated to manufacture the finest quality 'RHINO' brand high tensile fasteners for a variety of industrial and automotive equipments .Have achieved a compounded annual growth rate of 18% .

Since Aug'02 with Eashan Enterprises, Delhi as Consultant (Business and Industry)

Key Deliverables

- Rendering consultancy on dairy technology, product manufacturing and allied systems.
- Managing the packing and marketing of milk for army and civil distribution.
- Implementing various programs on quality assurance and quality control (ISO 9000).
- Accountable for cost optimization and corporate profitability.
- Supervising the financial planning and analysis including project appraisal and monitoring
- Spearheading the HRD services for Dairy Industry.
- Responsible for strategic planning and project development for the Dairy Industry.
- Establishing joint ventures and international partnerships for business expansion.
- Conducting research and development including product and process development.

Notable Achievements

- *Increased the volume by 30% with productivity rise 20-25%, profit margin 5-8% & later 20%.*
- *Reduced and economised the applied E-ways to streamline the system.*
- *Actively involved in withdrawing the unproductive products like aerated milk products and introduced products like chach / lassi.*
- *Instrumental in stopping reprocessed and sub-standard products; instead quality assurance was introduced which resulted in increase of cost by 30%.*

Aug'80 – Sept'00 with Rajasthan Co-operative Dairy Federation Ltd., Jaipur, Rajasthan

Growth Path

Aug'80 – Jul'84 - As Deputy Manager (Production), Jaipur
Aug'84 – Jul'97 - As Manager
Aug'97 – Sept'00- As Managing Director (Alwar)

Key Deliverables

As Managing Director

- Responsible for managing administrative, managerial, financial and procurement related operations which currently processes 1.5 Lakh liters of milk and related dairy products every day.
- Interfacing with the Board of Directors and 225 company employees at all levels to meet both the short-term and long-term corporate goals.
- Implementing an effective economic utilization and resource planning programme and incorporating complete transparency in all function areas.
- Coordinating with Dairy Co-operative Framers (the producers) across approximately 1300 villages in the district of Alwar, Rajasthan, for effective implementation of day-today dairy programmes and programmes of 'Operation Flood'.

Notable Achievements

- *Holds the distinction of joining the office at a time when the company was unprofitable to the tune of Rs.1.5 Crores and revamped the entire organization both vertically & horizontally to generate projected profit worth Rs.80 Lakhs during the current financial year.*

- Performed a vital role in implementing upgrade measure in the company to prepare it for various International quality standard certifications such as ISO-9000 and ISO-9001.
- Increased the turnover by 20-25% which resulted in profitability by 20%, company satisfaction and overall profit increase by 15%.
- Efficiently reduced the cost / unit with increase in turnover as against the past.
- Took independent decisions, expanded the area of operation and developed confidence within the organisation raised profit to 20-30%.
- Introduced quality assurance and streamlined the ISO system operations with reduction in time, cost and economic utilisation of services and confidence within management.

As Manager

- Managing all the aspects of plant operations across Alwar, Jodhpur, Humangarh, Bhilwara & Kota and transforming them from loss-making ventures to profit centres.

Notable Achievements

- Successfully streamlined the daily operational practices and instilled a keen sense of collective responsibility among rank and file members.
- Significantly engaged in introducing state-of-the-art production and processing technologies to improve dairy production both qualitatively and quantitatively.
- Took initiatives for the implementation of system to increase volume and cost / unit decreases.
- Reduced the unproductive job by deployment of contractual system.
- Increased the efficiency of system with less liability cost.
- Reduced the holdup of the inventory through introduction of quality control for inventory control and made revolving funds available for other important functions which otherwise were held up for want of financial problems.

As Deputy Manager (Production), Jaipur

- Operating as an active member of 2nd Level Management including appointment, procurement, quality control, financial planning and budgeting.
- Managing functions related to sales and marketing and promoting 'Saras' brand of milk and other related dairy products.

Notable Achievements

- Played a key role in plant automation and energy efficiency efforts, thereby reducing overheads by 20 percent.

Previous Experience

Tenure

Oct'65 – Aug'80

Company Name

Delhi Milk Scheme, New Delhi (A Unit of the Government of India)

Growth Path

Oct'65 – Jul'75 - As Assistant Manager (Production)

Jul'75 – Aug'80 - As Deputy Manager (Analysis & Quality Control)

Trainings & Workshops

- "Fat and SNF (Solid Not Fat) Loss and Management Study Programme" conducted by the National Dairy Development Board-Anand, Gujarat at Dairy Plant, Alwar, Rajasthan during 1995-96.
- Part-time in-house training programme entitled "Quality Assurance & Management by Objectives" conducted by the Food and Agriculture Organization, U.N at Dairy Plant, Alwar in 1995.
- 9 days workshop on "Conducting Energy Audits and Efficient Mobilisation of Transportation Resources" conducted by the National Dairy Development Board, New Delhi in 1994.
- 10 days workshop on "Dairy Plant Management and the Economical Utilisation of Stores & Inventory Control" in 1993.

Professional Memberships

- Member of the Indian Dairy Association.
- Enrolled as a Dairy expert with the Ministry of External Affairs.
- Life Member of Kashur Samachar (Milachar Edition), a trilingual publication of Kashmir Samiti, Delhi & Executive Member of the Managing Committee of Kashmir Samiti, Delhi.

Qualifications

Bachelors Degree in Dairy Technology

1965

National Dairy Research Institute, Karnal, Harayana

Bachelors Degree in Science (B.Sc.) – Physics, Chemistry and Mathematics

1960

Modinagar, U.P, Agra University.

Personal Details

- Date of Birth : 12th September 1942
- Residential Address: 13-C, Overseas Apartments, Vasundhara Enclave, Delhi – 110096.