

R.BALAMURUGAN

Ph No.: +91 422 267 3258: **Mob:** +91 94433 43101 / + 91 94422 49910

E-mail ID: **rbm158@hotmail.com**

Seeking techno- commercial assignments to head Business operations in a reputed organization.

Professional Synopsis

- Over 23 years of experience in operations' management (techno commercial) with Return on Investment accountability.
 - Presently associated with McKinnon India (p) Ltd., as Senior Manager – Marketing & Services.
 - An Out-of-the-Box thinker with a flair for charting out strategies and contributing towards enhancing business volumes & growth and achieving revenue and profitability norms.
 - A strategic planner with expertise in preparing project plans / layouts, resource planning and ensuring completion of projects within the stipulated time & cost norms.
 - Able to lead teams by providing technical leadership, project management, and ensuring timely completion of deliverables.
 - Competent in assessing and implementing effective solutions to the customer needs, with an aim to improve customer contentment and consequently customer loyalty, repeat and referral business.
 - Adept at carrying out export operations with standard knowledge of the government policies & regulations and provisions of various statutory acts.
 - **Travelled across Scotland, Australia, Singapore, Indonesia, East Timor, Papua New Guinea, Solomon Islands, Srilanka, Ethiopia, Zimbabwe, Kenya, China, Thailand, Laos, Malaysia and Vietnam for Marketing, Machinery Installations, Commissioning and Servicing.**
 - An effective communicator with excellent relationship building & interpersonal skills; strong analytical, problem solving & organizational abilities.
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Career Highlights

Since Mar'94 McKinnon India (p) Ltd., as Senior Manager - Marketing & Services"

The company has designed and built coffee machinery for pulping / Washing (Wet Process) and (Dry process) curing machines to handle the entire process requirements for coffee.

- Joined the company as Project Engineer and was promoted as Manager – Marketing & Services

Chief tasks handled:

Functional:

- Identifying overseas market segments for business development potential & cultivating relationship management with high value clients for enhancing the level of order generation.
- Business planning and analysis for assessment of revenue potential in business opportunities.
- Analyzing & reviewing the market response/ requirements and communicating the same for accomplishment of the business goals.
- Designing & preparing company brochures, Presentation and Product catalogues.

Technical:

- Preparing project schedules / plans, engineering designs / drawings and technical specifications for smooth execution of projects within the time and cost parameters.
- Evaluating & negotiating with vendors for price & various other terms & conditions.
- Accountable for meeting customer orders by designing, implementing and monitoring effective procurement schedules.

- Managing the erection and commissioning of instruments and carrying out inspection tests for determining the effectiveness of the equipments/ plants keeping in view the performance, safety & quality standards.
- Managing the tendering process from floating tenders and evaluation of bids to awarding of contracts; liaising with bidders with regard to techno-commercial negotiations.

Commercial:

- Interfacing with factories for communication of delivery schedules, developing production plans and following up for the same to ensure on time delivery of consignments at clients' end.
- Coordinating with shipping companies for booking & tracking containers, transshipment particulars etc. for intimation of details to buyers immediately after every shipment.
- Negotiating with service providers to optimize freight rates and reduce costs.

Notable Distinctions:

- Holds the distinction of traveling
- Throughout Ethiopia and finished the project of 48-Coffee Wet Pulping Projects & 144 Diesel engines within 100 Days.
- Papua New Guinea to Market & installed the 4-Major Dry Coffee Curing Plants and 13 Wet Coffee Pulping (like Washing Stations).
- Zimbabwe to Market & installed 2-Major Dry Coffee Curing Plants and Wet Coffee Pulping Projects.
- East Timor to Market & installed 2 x 6 Major Wet Coffee Plants and Dry Coffee Curing Projects at DILI.
- Indonesia, Australia & Singapore for marketing & Service purpose
- Africa & Papua New Guinea after erecting the Machines, I educated and trained the technicians there for machine operation and Maintenance.
- Reduced individual machine Bill of material cost
- Indigenized machine components
- Developed different kind of parts with in shortest period in wooden pattern (Conventional & non conventional, Grey Iron castings, Non alloy castings like Aluminum, Phosphorus Bronze, metals, CNC machine shops, Heavy machine shops, Sheet metal industries, powder coatings and Metal finishers.

Previous Experience

Aug'86- Aug'89 Kempf (India) Ltd., as Service Engineer and was responsible for achieving Dispatch /Production Target.

May'90- Feb'91 ELGI Polytex Ltd., as Development Engineer and was a member of Quality Circle" Member and Leader of the Group.

Feb'91- Feb'94 Lakshmi Synthetic Machinery Manufacturers Ltd., as Production Supervisor/ Asst. Engineer-Production and used special inspection Instruments like (Trimos, Profile Projectors, Vernier Calipers', Micrometers, plug gauges, Snap gauges, all type of dials etc).

Academic Highlight

- Diploma in Mechanical Engineering (Production. Planning & Control) from Annamalai Polytechnic at Chettinadu, Tamilnadu, INDIA.

Certifications

- ISO – 9001 -2000 Quality System - Certificate Course in SQC technique- Zandiq TQM,
 - Certificate Course in 5S System - Zandiq TQM, Internal Auditor Course Zandiq TQM.
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Trainings Attended

- "Basic of Electrical, Motors, Switches, Control Panel Board and Maintenance" from GKD Institute for Technological Resources at CBE.
 - "How to master the art of selling" from CII – Coimbatore.
 - Coffee processing machine manufacturing, assembling and servicing at Wm. McKinnon & Co. Aberdeen at Scotland – U.K.
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IT Skills

Packages: Ms-office, Excel, Outlook Express

Operating Systems: Ms Windows - 98, 2000, 2003, XP and 2007.

Personal Vita

Date of Birth: **15-07-1966.**

Languages Known: Tamil, English, and Kannada.

Passport No: Z – **1741913** (3 Passport's completed)

Date of issue	:	11 - 04 - 2008
Date of expiry	:	10 - 04 - 2018
Place of issue	:	CHENNAI.
Place of Birth	:	Bodinayakkanur

Mailing Address:

"Indra Jothi" illam,
No: 29, Main Road,
Gandhi Nagar - Sundarapuram (P. O),
Coimbatore, Tamilnadu State.
Pin Code: 641024.
INDIA.