 **Paresh Sutar** pareshsutar@gmail.com | +91 7359665257

HEAD PROJECT AND ENGINEERING.

 (Waste Water Treatment /Chemical / Pharmaceutical /)

PROFESSIONAL VALUE OFFERED

* Qualified senior Chemical Engineering professional with over *24* years of experience in chemical,, API Pharmaceutical, Industrial gas and Speciality machin manufacturing company.
* Demonstrated abilities in managing workshop team for fabrication, installation and successful commissioning of continuous scada operated fully automatic shock tube manufacturing plant ( Austrilian technology) for detonator explosive industry.
* Expertise in gas application technologies in reactor cooling, water & wastewater treatment, freezing, inertization, milling, micritization, fermentation, pH adjustment, crystallization, and drying; well versed in hardcore manufacturing, technical service, project, R&D, and technology development, technical sale ,identifying business development opportunities with OEM, turnkey technology providers
* Demonstrated abilities in leading multipurpose API manufacturing team and validating new molecules successfully in compliance to cGMP and EHS regulatory. Possess skill of interviewing, recruiting and training candidates as well as managing work assignment and allocation for staff
* A strong team leader with excellent analytical, problem-solving and interpersonal skills; life member of IIChE (Indian Institute of Chemical engineer)

CORE COMPETENCIES

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| --- | --- | --- |
| *Operations Management* | *Customer Service* | *Client Handling* |
| *Production Management* | *Liaison & Coordination* | *Training & Development* |
| *Business Development* | *Strategic Planning* | *Statutory Compliance* |

ORGANIZATIONAL EXPERIENCE

**GUDHI ENGINEERING, Mumbai Apr 2018 – Sep 2018**

*The organization involved in manufacturing and supplying of Special Purpose Machines and turnkey plants for Explosive and pharmaceutical Industry.*

**General Manager- Operations**

**Key Deliverables:**

* Spearheaded team of *20* members involved in the expeditious rollout of existing projects and finalizing on new projects for organizations like DRDO and companies in the pharmaceutical segment
* Defined and implemented strategies related to organizational development and business expansion based on evaluated changing market dynamics and other related factors
* Maintained departmental profitability by optimizing resource utilization and enhancing operational efficiency; set up review/reporting mechanism with clients
* Involved in planning, implementation/evaluation of the organization's programs and services aimed at rendering qualitative service delivery

**Significant Highlights:**

* Independently acquired knowledge of the automated process of shock rube manufacturing (Australian Technology) followed by setting up automated shock tube manufacturing plant worth INR *5* Crores
* Actively involved in recruiting *3* engineers and selecting *3* vendors based on project requirements despite short tenure with the organization
* Groomed and delegated fresh engineers working on mechanical and instrumentation activities to effectively resolve queries from government inspectors
* Integral role in selecting and availing services of engineering company for Scada programming and implementation; conducted frequent site visits leading to the commissioning of projects in a span of *5* months
* Enhanced customer satisfaction by nearly *80%* by turning around the project and delivering project based on project contractual parameters

**PRAXAIR INDIA PVT LTD, Mumbai Oct 2010 – Oct 2017**

*Praxair India Private Limited manufactures and supplies industrial gases. It provides Liquid nitrogen, oxygen acetylene, argon, carbon dioxide, dry ice, helium, hydrogen, krypton, neon, , and xenon gases, as well as gas mixtures and gas handling equipment*

**AGM Application (Biopharma and Waste Water Treatment)**

**Key Deliverables:**

* Developed and implemented strategies for securing gas business by sale of technologies in cryo reactor cooling, cryo condenser and heat exchanger, IQF cryo freezer, VOC abatement, cryo-milling, micronization.
* Generated business from water and wastewater treatment based on pure oxygen, CO2, ozone and membrane technology accounts in the west region (Maharashtra, Gujarat and Madhya Pradesh)
* Catered to industrial segments like chemical, specialty, biopharma, textile, food & beverage, paper and pulp, EPC, process consultancies, CETPs, and power plants
* Assisted the senior management in managing strategic and business aspects of the company, allocating capital based on the company's priorities as well as evaluating financial and non-financial reports to devise solutions or improvements
* Guided team members in sales, customer service, equipment to achieve business objectives followed up with clients and concerned stakeholders in maintaining organizational signed up, start up and Operation profit target in the region.

**Significant Highlights:**

* Distinguished for winning *8* customer accounts in *7* years contributing *35-40* TPD gas businesses in the region for *10* years contracts and for generating lead pipeline of 100 TPD potential
* Partnered with the regional business team involving sales, CSG, equipment, quality, and commercial for developing sales and closing skills
* Actively involved in implementing cryogenic and gas based new application technologies as part of AT market development initiatives
* Successfully secured NCOOL (Cryogenic Heat Exchanger) application technology account for the first time in India and the DOI account in Biotech industry in the region
* Generated *50%* reduction and enhanced yield by *30%* over the conventional process at customer end leading to securing *20* TPD gas business for *5*-year contract
* Enhanced technical expertise of the sales team with application technology knowledge and extended technical support on day to day basis for the market survey, customer appointment, proposal/ Quotation writing, negotiation meetings, trials
* Secured goal zero in safety performance by ensuring compliance to Praxair Safety, defensive driving, business integrity and operation discipline procedures, and practices
* Played a key role in setting up NCOOL, patented, highly automated, Cryogenic heat exchanger technology first time in India and sophisticated Direct Oxygen Injection (DOI) technology in fermentation
* Bagged **Special Recognition Award in 2016** for implementing NCOOL technology first time in India, arranging Praxair Pharma Technology Symposium in Ankleshwar and in Ahmedabad

**USV LIMITED, Lote, Ratnagiri Mar 2004 – Oct 2010**

*An Indian multinational pharmaceutical and biotechnology company based in Mumbai, India*

**Senior Manager – Manufacturing**

**Key Deliverables:**

* Functioned as Senior Manager – Pilot Plant (API) involved in leading a team of *15* members in setting up the plant as brownfield project up to scale up, Validation and commercial batches
* Collaborated with internal and external stakeholders in scheduling dispatches as per manufacturing plan and other contractual parameters
* Trained the operating team on cGMP, safe operating procedures, and troubleshooting, working with powder processing equipment like a jet mill, PLC based fluidized bed opposed jet mill, pin mill, Multi mill, and processing equipment
* Coordinated with the project team and UHDE to design, inspect, install, and commission multiproduct API manufacturing facilities
* Guided team members in managing Hazardous Chemicals like Borane DMS, Chlorosulphonic acid, Thionyl Chloride, Allylamine, Phosphorous Oxalyl chloride
* Experienced safe handling of highly flammable solvents Like Di isopropyl Ether, n-Pentane, Absolute Alcohol, MDC, Ethyl Acetate

**Significant Highlights:**

* Represented the organization in FAT (factory acceptance test) of new Alpine fluidized bed opposed jet mill for micronization at Hosokawa Alpine, Germany
* Successfully cleared a number of customer audits and regulatory audits (TGA, USFDA, WHO) followed by implementing audit recommendations
* Acquired knowledge and expertise in interpretation of HPLC reports, particle size analysis (Malvern) histogram, GC reports; represented the organization in implementing continuous improvement projects in ISO 14001 and OSHAS 18001 program
* Led team of HAZOP, HRA, and EIA including equipment qualification in preparation of URS, and execution of IQ, OQ and PQ protocols and reports from the process side
* Ensured proper coordination between QA, QC, MM, EHS and Corporate team; responsible for CapEx preparation and utilization of the department

PREVIOUS ASSIGNMENTS

* Assistant Manager – Project, Filtra Catalysts and Chemicals Limited, Lote, Ratnagiri Jan 2002 – Feb 2004
* Executive Project and Technical, Excel Industries Limited, Lote, Ratnagiri Dec 1994 – Jan 2002

ACADEMICS

* DBM, Indian Merchant Chamber Maharashtra 1994
* BE (Chemical Engineering), Shivaji University Maharashtra 1993

TRAININGS

* Training on Hazard Identification and Assessment Technique, CLI, Mumbai
* Training on Gas Chromatography, Chemito, Nashik
* Trained in Six Sigma, GE Technology Park, Bangalore
* Trained in GMP Updates and Cleaning Validation
* Trained in Safety Tests (Reaction Colorimetry, MIE), Ciba
* Training on “winfluence” by Gopakumar, Training on “Leadership and advance communication” by Meta culture Bangalore; Outbound training on “team building”

ADDITIONAL INFORMATION

**Date of Birth:** 17th January 1972

**Languages Known:** Marathi,Hindi andEnglish