

RAVHIKUMAR, Business Head

Chemical Engineer, Kingdom of Bahrain



Nationality - Indian

Educational Details

Annamalai University
Chemical engineering: 1984 to 1988

Key Certifications

Lean manufacturing
Six sigma (Green belt)
Supply chain management

Areas of Expertise

Profitability increment
Business process re engineering
Business operations
Analytical and financial skill
ROI analysis
Plant operations & Project management

Soft Skills

Team management
Solving cross functional issues
Presentation skill

Countries Visited

Australia | Austria | Switzerland |
Italy | Thailand | Egypt | UAE |
Kuwait | Singapore | Bahrain |
KSA

Personal Information

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Targeting leadership assignments in **BUSINESS OPERATIONS** role to lead manufacturing & marketing division with P&L / EPC projects division / Business expansion & commodity trading division with a leading organization

PROFESSIONAL PROFILE

28 years of rich and qualitative experience in all the verticals of downstream **petrochemical / chemical / polymer sector**. Driving business operations successfully with business unit P&L, business strategies, business development, sales and marketing, joint ventures, plant operations, EPC project management and implementation of best practices across the company

- Excellent in managing business development, sales and marketing with ability to formulate business strategy to achieve corporate strategic goals
- Proven achievements in effective increase in profit share ratio and market share
- Strong experience in high level operational initiatives which includes business process re engineering, turn around management and re organization
- High level exposure in channel marketing and institutional sales
- Excellent experience in joint ventures & company acquisition
- Expert to start up new business from grass root level
- High level of experience in handling joint ventures, company acquisition and new company start up
- Proficiency in enhancing productivity by optimizing resource utilization, escalating productivity & operational efficiency, improving quality and achieving cost reduction
- Expert in appropriate manufacturing strategies and best manufacturing practices to achieve production target
- Good exposure in plant, machineries, environment and human safety systems (HSE)
- Ability to control all the departments/verticals to achieve the corporate goal
- Excellence in utilization of given resources effectively to achieve the annual company targets
- Handled multimillion dollar EPC projects successfully within a time frame and given budget
- Good exposure in EPC projects right from presales to erection and commissioning of projects
- Excellent in cross functional interaction to resolve the issues
- Handled multiple units at different location with different products

CORE COMPETENCIES

Business process re engineering | Business development | Manufacturing strategies | Inventory management | Process & Product development | Budgeting & CAPEX | Quality management systems | supply chain management | ERP and automation |

CAREER HISTORY

M/S INFINITE PETROLEUM CONSULTANCY CO WLL – BAHRAIN

Business head - (2012 - Present)

Position: Division head

Responsibility: Division operations, Business development with P& L.

Products handle: Lubricants, Base oils, Fuel oils

Diesel cuts, Bitumen products and other chemicals / petroleum products



M/S AGAS INTERNATIONAL – BAHRAIN

Senior Project Manager – (2010 – 2012)

Position: Division Head

Responsibility: Unit operations, Business expansion with P&L

Products handled: Base oils, Fuel oils, Bitumen & Projects



M/S KOTHARI PETROCHEMICALS – INDIA

Deputy General Manager, Operations (2009 – 2010)

Position: Unit Head

Responsibility: Business development, Manufacturing, Projects

Products handled: Poly iso butene (Polymer), LPG, Light polymer



M/S TIDE WATER OIL COMPANY INDIA LIMITED – INDIA

Senior Manager, Plant & Projects (1993 – 2008)

Position: Region operations head

Responsibility: Business development, Manufacturing, Projects

Products handled: Lubricating oil & Grease



M/S MADRAS PETRO CHEM LIMITED – INDIA

Production Engineer (1989 – 1993)

Position: Production Manager

Responsibility: Production, Projects

Products handled: Liquid Paraffin, Transformer oil, Petroleum Jelly, Sulphuric acid

M/S KOTHARI PLANTATIONS AND INDUSTRIES LIMITED – INDIA

Production Trainee (1988 – 1989)

Position: Production trainee

Responsibility: Shift operations

Products handled: Edible oils



SNAP SHOT ON BUSINESS DEVELOPMENT SKILL

A) Products handled

1. Chemicals & specialty chemicals :

Sulfonates | Solvents | Lithium hydroxide | Calcium carbonate

2. Petro chemicals & petroleum products :

Transformer oil | Light liquid paraffin | Petroleum jelly | Sulfonate | Lubricating oils & greases | Poly iso butene | Fuel oil | Base oil | LPG | Bitumen | Low aromatic white spirit

B) New product development / Value added products

New age greases | Oils for special purposes | Re refined base oils | Value added fuel oils

C) EPC projects sale

Fuel oil project | Bitumen project | Lubricating oil and grease project | Re refining of used engine oil project

D) International marketing

All GCC countries | India, Pakistan & other East Asian countries | Europe | Africa - Ethiopia

E) Marketing channels

Distributor & dealer network | Institutional sales | Value added re seller | Consultant

F) Joint ventures

Fuel oil manufacturing and marketing | Base oil manufacturing and marketing

G) New start up

Project consultancy division | Petrochemical & chemical marketing division | Electronics & instrumentation marketing division

BUSINESS PROCESS RE ENGINEERING – CASE STUDY



DURE OIL MIDDLE EAST (Bin Butti Group) , ABU DHABI- UAE

2017

Problem:

Thin Profit | Un clear Business vision | In capable Process | Raw material issues

Approach:

Study as is business process | Charter “To be” business process | Gap analysis | Re design work flow
| Strategic plan

Tools Used:

Lean manufacturing | Six sigma | SWOT analysis | Cause and effect analysis | Business strategy | Best practices

Result :

Increment in profit ratio | Re design purchase and sales pattern | Increase in sales volume |
Clear vision in strategic planning | Re structure work flow | Improved productivity

Scope of Audit: Business process review

Area of audit: Procurement | Sales | Inventory | Process & Production | Safety | Maintenance | Supply chain | Laboratory

WORK EXPERIENCE

INFINTE PETROLEUM CONSULTANCY CO. WLL – BAHRAIN | Business head | 2012 – till date

ROLE: Business development, P&L, Manufacturing, Projects

Key result areas:

Business Development:

- Shouldering the responsibility of marketing of EPC projects and petroleum products in gulf countries and other Asian countries
- Acquired and executed of cutback bitumen project & fuel oil project worth about USD 2.4 million on EPC basis. Acquired plant operations on contract basis.
- Identified and executed a joint venture project worth about USD 1.5 million to manufacture fuel oil with the annual turnover of USD 4 million. Acquired plant operations on contract basis.
- Acquired and executed of used lube oil re refining project worth about USD 1.5 million on EPC basis. Acquired plant operations on contract basis.
- Acquired and executed lubricating and grease oil plant worth about USD 1.0 million on EPC basis
- Started a Petrochemical trading division and selling of Base oils, fuel oils and other petroleum products with the annual turnover of USD 1.5 to 2 million
- Joint venture with waste management company to re process tyres, cooking oil, PET chips with annual turnover of USD 2 million. Designed and constructed tailor made plant to convert all kind of off spec. petroleum products into saleable material.
- Started an electronics and instrumentation marketing division from scratch to deal with renewable energy systems, industrial automations, security & safety systems, communication sector, and vehicle tracking systems. Identified customers across the country and marketing of our products as Institutional sales. Participating in govt. tenders. The annual turnover would be around USD 1.2 million.

Project management:

- Participate in pre sales meet, understand the customer's requirement. Oversee the preparation of the project proposal
- Approval of project proposal and ensure to acquire the project. Conduct kickoff meeting.
- Steering project engineers, design engineers and various project team members for achieving the project on time and within budget
- Observing project risk and scope for identifying the potential problems and solutions. Elevate to the management, if necessary
- Identifying vendors, contractors and coordinating for technical and other issues
- Supervising, progress monitoring and controlling all the departments for on time execution
- Updating the progress and highlighting report to the management time to time
- Ensuring and resolving the project issues between cross-functional project teams and ensure project is on line with customer's specifications
- Managing erection and commission of the plant and ensure the customer satisfaction
- Frequent trade shows and exhibitions conducted in Bahrain & Saudi Arabia

Plant operations:

- Devising annual/monthly production plan and supervising execution
- Implementation of plant maintenance strategy based on the equipments
- Planning of annual turn around and complete it within the stipulated time period
- Maintaining environmental management compliances as per the country's norm
- Implemented quality management systems
- Implemented and monitoring safety systems for plant and personnel safety. Conduct safety audits and implement the audit findings
- Drive all the departments like process, production, safety, mechanical, electrical, instrumentation, Qc & R/D, utilities, safety, materials, procurement, dispatch, HR, accounts
- Maintaining product quality as per the customer's specifications
- Handling of 100 plus employees and welfare includes expats and local citizen

AGAS GROUP –BAHRAIN | Senior project manager |

2010 to 2012

ROLE: Business expansion, P&L, Manufacturing, Projects

Key result areas:

- Discovered new viable projects, process and business globally, prepared the feasibility study and presented it to chairman. Done the project study for recycling of used lube oil, plastic to fuel oil, tyre to fuel oil, lubricating oil and greases, fuel oil grades
- Design and Implemented an unique process to evacuate BAPCO refinery contaminated pitch. The total contamination was 5 square kilometer and about 5 meter depth. Contaminated pitch was value added as saleable material and sold out. The total revenue generated was more than USD 100 million. Successfully conducted R&D studies along with scientists and developed a process for separation of soil impregnated with hydrocarbon. Lab scale process was scaled up to Pilot Plant
- Identifying worldwide consultants, contractors for new projects to support the projects technically
- Designed and constructed "Re refining of used engine oil plant capacity of 70 MT per day project worth of USD 3 million
- End to end operations of fuel oil plant, base oil plant and residual hydro carbon plant
- Managed tank terminal operations at private jetty for loading cargo ships / barges. Handled 60000 KL of capacity tanks

KOTHARI PETROCHEMICALS LIMITED | Unit head |

2009 to 2010

ROLE: Business development, Unit operations, Projects

Key result areas:

- Developed standard operating procedure (SOP) & implemented best practice in all the verticals
- Improved the product color and quality substantially by adopting SIX SIGMA methodologies
- Improvement in product quality fetch additional 10% sales volume from international market and 5% in domestic market
- Identified the new areas and sold by product at higher price than the old price, 25 % increase in product margin
- Identified new promising areas where the product was launched successfully.
- Overseen the end to end plant operations with P&L. Handled multiple plants operations simultaneously
- Effective utilization of approved CAPEX
- Handled LPG as raw material for PIB production. controlled the plant by DCS systems
- Handled crucial turn around with in stipulated time

- Conducted safety audits and implemented audit findings
- Pivotal in implementation of lean manufacturing concepts to reduce the production cost by reducing the wastages and reprocessing
- Reduction in unplanned down time of the plant & machinery more than 90 % by adopting proper maintenance methodology
- Preparation of MIS report and sent to chairman / management

TIDE WATER OIL COMPANY INDIA LIMITED | Senior manager plant & projects | 1993 to 2008
ROLE: Business development, Southern region's operations, Projects

Key result areas:

- Handled channel partners to make them participate in business development. Handled 14 Distributors, 50 dealers to successfully expand the lubricants business from 500 MT to 1750 MT in a span of 9 years
- Increased the industrial lubricants sales volume by 10 to 14% every year by maintaining on time supply
- Commercially introduced many new age products both in lubricating oil and grease as per market demand. Ex. Long life grease, comber oil, flushing oil, spay machine oil etc.. are some of the grades, helped to increase the market share by 2% every year
- Design and implemented supply target (as an ISO objective) for both stock transfer and direct supplies to speed up the supply and achieved the customer satisfaction
- Design and constructed fully automated lubricating oil and grease plant from grass root level to handle 40000 MT of product annually.
- Handled all kind of filling machines from 40 ml capacity to 210 lts capacity filling machines
- Successfully implemented SAP systems (Production planning, material management, finance, supply chain, HR) in all 5 plants and in all the depots across pan India. Worked as process owner in SAP implementation
- Handled Joint venture partners (Nippon oil company – Japan) for products implementation and quality audits
- Successfully implemented ISO & EMS at all level of the plant operations, sales & marketing. Utilized these systems for unit's continual improvement
- Good exposure in contract manufacturing, out sourcing
- Achieved the region's revenue target in turn achieved the sales and production targets

MADRAS PETROCHEM LIMITED | Production manager | 1990 to 1993
ROLE: Production in charge

Key result areas:

- Looked after shift operations independently
- Handled all unit operations like Batch distillation, continuous distillation, evaporation, batch blending, continuous blending, acid shots, neutralization, percolation, all kind of pumps, PLC systems
- Ensured all the crucial areas of the plant in running condition during the employee issues in order to keep the product quality and production quantity up. I am awarded and appreciation letter given by Executive director

KOTHARI PLANTATIONS AND INDUSTRIES LIMITED | Trainee | 1989 to 1990

- Worked as production trainee
- Handled shop floor production