

MANOHAR ALANDUR GNANA SUNDARA

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DIRECTOR OPERATIONS / DIRECTOR MANUFACTURING / CEO OPERATIONS/ GROUP CEO

A result oriented and focused professional, offering a rich and productive experience of **overall 33 years**; targeting reputed organizations, with challenging Assignments by utilizing my skills and experience in various facets of the field of Strategic Business planning and execution

- Hired, trained, motivated, and induced loyalty in diverse multi-cultural multi-lingual union and non-union work forces.
- Dynamic Innovative Leader with special mentor capability, adept at planning with back feeding concept without learning curve, streamlining, delegating, driving productivity, and enhancing profitability.
- Won exclusive manufacturing of all products of multiple customers by delivering on-time shipment with 0% defect.
- Slashed workplace injuries to ≤ 1 per year by promoting OHSAS compliance, safety and good housekeeping practices.
- Internationally Seasoned Team Player with program management and multiple plant operations successes.
- Planned, orchestrated, developed, and scheduled operations of \$150m manufacturing plant in Egypt. Exported to Europe and United States.
- Creative professional decision-maker with broad hands-on engineering and design-for-manufacturing capabilities and versatile computer skills.
- Increased operational efficiency from 20 % to 68% within 6 months and achieved 100% efficiency within an year
- Deep knowledge in various kinds of washing like SPECIAL EFFECT/OZONE/ACID/STONE/3D/CRINKLE/DEEP DIE /LIGHT WASH/SPRAY WASHES/GLITTERS ETC. Handled 600000 pieces wash capacity unit.
- Achieved BEP with in short span, organized the facility in to compliance oriented within three months

PROFESSIONAL SYNOPSIS

Core Competencies

Strategic / Business Planning.
Key Account Management.
Product Development.
Man Management with Success Oriented
Brand Building & Promotion.
Market Intelligence/sourcing and pricing.
Research & Development.
Quality Standards.
Decision Maker.
Customer Relationship Management.
Plan, Control & Troubleshoot Quality
Tools & Procedures.
Team Leader with time management skills
Recruitment & Training.
Commercial Acumen.
Managerial Qualities.
Internal Control.
Communications Skills.
Balanced & Composed.
Analytical Skills.
Wide exposure to SPC & QMS
Man management with Job description.
Wide exposure to ISO standards.
Wide exposure to compliance & ct-pat
Wide exposure to man m/c ratio.
Wide exposure to modular & cpu
Review methodology & implementation
Wide technical skills with smv concept
Wide exposure to S&A.
Wide exposure in various stages of call outs
Pre and post shipment financial review.
MPR. And healthy P&L.
Wide exposure to sop / sap.
Wide exposure in construction
Constructed so for 25L sft.
Wide knowledge in getting audit
approvals.
Handled 300 bed health
care facility as GROUP CEO.

- A seasoned professional, offering an extensive International experience in **manufacturing, Marketing P&L management ,general management, customer service, quality system and human resources development**, currently spearheading efforts with style craft limited one of the public limited company as **Group CEO since Jan 2021 with a healthy Profit & Loss management of \$ 170m.**
- Skilled in working accurately and prioritize and consolidate tasks in the field of **start-ups, mergers and acquisitions, lean manufacturing, continuous improvement, process engineering, procurement and vendor development, supply chain management.**
- Resilient with a high level of integrity and energy experience, possess Analytical structured approach. coupled with technical knowledge towards trouble shooting and problem solving.
- Proven acumen in overcoming obstacles in creating Lean manufacturing ,ISO-9001,14001/18001 in manufacturing operation coupled with ability to enhance operational effectiveness and meet operational goals within the cost, time & quality parameters.
- Equipped with analytical skills with self-motivation, grew production volume from initial to peak.
- Devised modular concept in manufacturing techniques that increased productivity and quality and reduced process cycle time.
- A proven track record of consistently increasing business volumes for the company.
- Proficient team player in coordinating with buyers, production planning, quality control, PD, negotiations, liaison with various agencies with demonstrated initiatives.
- Systematic and organized with exceptional interpersonal and presentation skills and comprehensive problem detection and solving abilities.
- Tenacious resourceful problem solver combines with technical knowledge and business acumen to deliver the results.
- Persuasive client focused communicator with proactive approach with strong written and verbal communication skills.
- Handled 16k work force and a healthy P&L of 230m \$ across Apparel/Construction and Health care industry in Arrow group of companies.
- Expertise in effectively managing product development production operation, dispatch team, liaison to ensure timely achievement of organizational targets.
- Call out bank with Monthly/Management Performance Review.
- Created sop as per the company's standard and strong follower of sap
- Talent acquisition nurturing and mentoring and retention of staff.
- setting up annual budget for mid and long term business plans growth oriented..
- Defining and implementing Performance metrics and reporting structure and monitoring the activities.
- Wide exposure in cost control process without affecting the quality standards by eliminating non conformities.
- setting up annual budget for mid and long term business plans alongside growth with and building up the team with leader ship quality.
- Adroit in monitoring the quality standards by conducting regular counseling to the quality team and its importance of man m/c ratio by adopting techno pack system with gap analysis
- Capacity gap/Utilizations gap/Methods gap/Rejection gap/Rework gap/Technical gap.
- Expertise in effectively managing product development, production operation, dispatch & liaison to ensure timely achievement of organizational targets. And responsible for healthy P&L.
- Adept at leading & motivating manpower, communicate effectively with employees & management through strong interpersonal skills.
- With the background of cost accounting, reduce the cost of non-conformities without affecting the product qualities and customer satisfactions.

PROFESSIONAL GLIMPSE

Style craft limited one of the Public limited company as Group CEO since Jan 2021.

Distinctive Highlights:

- Build a strong merchandising team in which we introduced the buyers like Levis, Rawlinson, Carrefour, Wall mart , Zara, PDH , Lee cooper, JCP, Kohl's, Tommy Hilfiger, Tom tailor ,Express, Eddie Bauer, Ann inc, George UK, Next uk. Matalan UK, Stun Craft UK , in addition to the regular buyers.
- Having strong Costing/Financial/Technical back ground, which made to save considerably in addition to FOB margin.
- Introduced Review/Recap programs in various stages for better organizational function.
- Having functioned individually maintaining the entire show with various dept as a profit centre head and successfully lead the company on profit oriented from initial to peak capacity.
- Implemented Cell Concept System which helps in maintaining zero W.I.P. Clear cut comparisons can be viewed .
- Pioneered in introducing the Batch Control System in which each process can be monitored until it is packed and warehoused.
- Introduced the Movex System - in which the whole process can be viewed and staged out
- Introduced the gap analyses- in which hindering gap identification and its irradiation of non confirmities for better productivity increase with better efficiency.(Capacity gap/Utilizations gap/Methods gap/Rejection gap/Rework gap/Technical gap/System gap/Managerial gap).
- Introduced coding system in planning/shipments and imports.
- Introduced departmental budget system-in which whole team can review the importance of cost control mechanism without affecting the productivity and quality standards.
- M.I.S –Plan vs achieved, daily cost involvement vs productivity/Break Even Point. Monthly Weekly financial statements-Budget vs actual, labour turn over report, comparison studies with graph. Management suggestions for further Implementations.
- Introduced the importance of Japanese 5s programme
- Introduced back feeding concept to eliminate learning curves and responsible for healthy P&L management.
- Engineered cycle management in industrial engineering dept along with bench mark system which reduce the operation stop gaps.
- Maintained Human resources without single issue with Dept of Labor Management.
- Maintained in house union with full set of functionaries.
- Introduced round the clock production facility.
- Increased 100% efficiency wth in one year which increased \$ 10m revenue.
- Achieved land mark of BEP within three months.
- Achieved the facility in to compliance oriented within three months span.
- Capacity to handle 5000 m/c facility
- Groom the facility from initial to \$170m business in the apparel industry.
- Groomed own in house merchant team to facilitate the marketing team to achieve their target booking.
- Introduced back feeding concept without learning curve.

KEY RESULT AREAS

- Conceiving & implementing short/long-term business plans for international marketing initiatives, keeping in light with the product base customer, their distribution strategies, competitors & their growth plans.
- Reviewing & interpreting market expectations & seasonal preferences for developing new product ranges round the year.
- Identifying clients detailed requirements & developing a global product line which meets the strategic as well as immediate / long term market needs.
- Monitoring raw materials ,fabric & accessories sourcing to obtain better results and hassle free operations in order to maintain the timely deliveries,quality& cost.
- Building & developing customer relationships coupled with value pricing.
- Adhering to various compliance of ISO - 9001 - 2000, ISO - 14001 and Organisational Health and Safty Management System 18001 as management representative.
- Overseeing satisfactory order fulfillment & related tasks including planning, control & troubleshooting in co-ordination with sourcing teams.
- Ensure the teams adhere to all the quality tools & procedures like QMS/PMS/KPI. and contineous improvement systems .
- Acting as an interface between buyers & facory for facilitating smooth order execution with overall responsibility of the entire business cycle from quotation to the final dispatch of the merchandise or shipments & its acceptance.
- Monitoring the daily meeting with floor people to motivate them to achieve the goal of the company.
- Conducting weekly and monthly co-ordination meeting to review the production achievement.
- Analyzing and handling MIS system and making improvements in size, style and price .
- Imparting, training and updating the product knowledge to the team members.
- Leading, mentoring & monitoring the performance of the team to ensure efficiency in process operations & meeting of individual & group targets.
- Strong organizational planning skills with the ability to work under tight deadlines.

Production oriented capabilities:

Security drive ~ Planning re-cap ~ Production re-caps ~ Chemical re-cap ~ Quality review ~ Wash review ~. GM drive-Opening / Closing ~ Identification of smell team ~ Maintenances drive-A/B Check operation ~ Technical drive ~ Merchant review ~ Liaising review ~ Monthly Financial review ~ Compliance review ~ Recruitment review ~Order re-caps.

PROFESSIONAL EXPERIENCE

ALPINE GROUP OF COMPANIES AS CEO FROM JAN 2018 TO 2020.

Specialized in Knits and woven garments .Handling state of art wash plant with 600k wash capacity. Generated \$ 20 M additional wash plant income on third party washing .The groups total revenue is \$ 450m. Out of which my facility contributes \$ 150m. Left due to CORONA a world disasterous infection..

ARROW GROUP OF COMPANIES AS GROUP CEO FROM JAN 2014 TO DEC 2017.

Specialized in Knits and woven garments with state of art wash facility in CEPZ .Responsible for DTA/EOU. .Handled 250 L sft construction during my tenure and I have good experience in construction and testing parameters along with structural and architectural designing.. Handled 300 bed HEALTH CARE facility in Chittagong as CEO and a over all P&L of \$ 230m

KARLE GROUP AS CEO FROM JAN 2013 TO DEC 2013.

Specialized in Knits and woven. Introduced wrinkle free project along with automated touch free ETON system .Due to my mothers demise I forced stay in India due to encumbrances .

PT SAI GROUP AS DIRECTOR OPERATIONS FROM JAN 2010 TO 2012 .

Specialized in Knits and woven garments and with state of art wash facility .Handled 4000 M/c facility across Jakarta processing zone and Semarang processing zone with 10k Work force with healthy P&L of \$ 130m.

KG DENIMS AS VP OPERATIONS FROM JAN 2009 TO DEC2009.

Redefined the denim fabric unit by process wise profit center system .Redefined in short and long term goals with vision mission and goal concept..Due to my fathers demise I forced to stay in India due to encumbrances.

PLAZA READY MADES AS HEAD OF OPERATIONS FROM JAN 2000 TO DEC 2008.

Specialized in corporate wear and uniforms .I am responsible for Suez unit .We bought sick unit and made this unit in to profitability with in a span of 6 months .During my tenure of 8 years we grow in to four folds in terms of business volumes and number of units.

EUROPIAN MFG INC AS COO FROM JAN 1996 TO DEC 1999.

Specialized in knits woven and lingerie. One of the largest lingerie manufacturing unit in Muntinlupa philippines.

H DAYA INTERNATIONAL PHILS INC AS GENERAL MANAGER OPERATIONS FROM JAN 1990 TO DEC 1995.

PHILPRIME MFG PHILS INC AS PRODUCTION MANAGER FROM JAN 1984 TO DEC 1989.

CEO Construction Industry Chittagong Bangladesh 2014 to 2017

- ☞ Checking all the approvals as per the law of the land.
- ☞ Reviewing and clarifying structural and architectural designing.
- ☞ Rebars analisation.
- ☞ Demolition with applying safety parameters in case of existing structures and disposal of debris.
- ☞ Utilizations of scrape in case available.
- ☞ Soil testing parameters.
- ☞ Plate load testing.
- ☞ Excavation process as per the drawing.
- ☞ Macadam filling.
- ☞ Monitoring foundation with GB .
- ☞ Monitoring stage wise construction including shuttering and roofing process and curing process.
- ☞ Stage wise column and beam analisation including length and width process .
- ☞ Stage wise cylinder testing and the building strength analisation.
- ☞ Allocating and assigning the duties and responsibilities to the down the level.
- ☞ Ensure to follow the ratios of cement sand and blue metal.
- ☞ Cement analisation OPC and PPC.
- ☞ Building material testing parameters and their strength analisation.
- ☞ Interior and landing analisation.
- ☞ Regular material procurement as per the budget.
- ☞ Labor organization and monitoring with stop gap hindrance and functionalities.
- ☞ On time stage wise process control.
- ☞ Material negotiation and procurement.
- ☞ Stage wise budgetary control process analisation.
- ☞ Electrical material negotiation and stage wise procurement.
- ☞ Stage wise materials and methodology testing parameters.
- ☞ Monthly and quarterly minutes updates to the investors and stake holders.
- ☞ On time completion without man material hindrances.
- ☞ Maintain counseling and mentoring safety parameters.
- ☞ On time completion of the structures ensure to procure stage wise building completion certificates from the local authorities.
- ☞ Negotiating with departmental authorities.
- ☞ Conducting structure completion testing parameters with ISO BV ITS SGS and Alliance and accord as per the requirement.
- ☞ Ensuring building compliance along with fire safety parameters along with installation of fire doors /fire alarms /sprinklers/ strage tanks and their storage capacity /Hydrants etc.
- ☞ Ensure to have material and labor wastage policies.
- ☞ Handling multiple projects in multiple areas with single go.
- ☞ Ensure to have bridge between investor's stake holders and acquirers.
- ☞ Pre and post completion analisation report to the stake holders and investors.
- ☞ Detailed saving analisation report.
- ☞ Handled huge project without any accidents and incidents.

CEO for 300 bed health care facility in Chittagong Bangladesh from 2014to 2017.

- ☞ Ensure Keep the hospital clean and hygienic.
- ☞ Ensure to keep the patient holistically happy and contented while approaching the health care.
- ☞ Appointment correct and experience doctors.
- ☞ Counseling the doctors with patient oriented.
- ☞ Ensure the health care employees must follow the discipline and dedication towards their duties and responsibilities with KPI.
- ☞ Ensure to adhere discipline and dedication from the security gate till to the higherup levels.
- ☞ Ensure to maintain healthy and good P&L not affecting or burdening to the patient.
- ☞ Ensure to enhance the health care name and improve conciderable business volume.
- ☞ Ensure the doctors provide correct diagnosis to the patient but not exploiting.
- ☞ Ensure to Keep budgetary methodology with vision mission and goal concept.
- ☞ Ensure to keep correct maintenance of all the equipment with periodical checkups and updating latest technology equipments .
- ☞ In case of malfunctioning of instruments either to repair or to declare absolute and replace.
- ☞ Strictly follow the procedures and process of contamination and to non-contamination of operation theaters equipment /dresses of doctors and patient bed spreads.
- ☞ Organize more facility to the in,day care and out patient to keep the health care name and fame within the budgets.
- ☞ Ensure absolute satisfaction of health care employees and staffs by providing ontime salaries and benefits.
- ☞ Identifying and mentoring.
- ☞ Ensure correct disposal process and procedures according to the law of the land.
- ☞ Monitoring compliance and fire safety mechanism with daily check list procedures.
- ☞ Ensure to have cordial and healthy AGM in order to keep the stake holders happy and intact.

- Ensure updates through minutes to the stake holders.
- Ensure to create/ maintain / follow up on process and procedure .
- Procurement of essentials and keep in stock and maintain stock management.
- Maintain health care with ISO Ohsas and 5S standards.
- Maintain the health care according to the law of the land.
- Periodic updates of healthcare on equipment and their ware and tare and written off process.
- Still much more to come in to keep the health care intact.

PROFESSIONAL QUALIFICATION

1984 M.Com., DPM, ICWA

IT Skills:

Conversant with Windows, MS Office and Internet applications

PERSONAL DOSSIER

Gender: Male

Languages known: Indian languages - English, Hindi, Tamil, Telugu, Kannada .Overseas languages-Filipino , Bengali

Nationality: Indian

Address: # 43/2 Janakiram Street, Door No.16, West Mambalam, Chennai .Tamilnadu .600033.

Passport Details: Z - 6569775 / Valid till 13-02-2032.

References: Available on request

DECLARATION

I hereby declare that particulars furnished above are true to the best of my knowledge and belief.

Date:

Place:

Yours Sincerely,

Manohar Alandur Gnana Sunda