

## RESUME

SUNIL R. POTALE

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### **Qualification:**

B. Chem. Engg. From ICT (UDCT) Mumbai in 1981 with First Class.

Dip in Operation Research for Management- DORM from Mumbai University in 1988 with Distinction.

### **PRESENT**

At present Working as **Associate Professor at IIT Mumbai** , Chem Engg Dept. I am responsible to drive Industry and Academia collaboration. We have started a new elective for Chem Engg course as first initiative. It is named as IDP- industry Defined Problem. Students are supposed to solve it with the help of Industry and IIT mentors.

I am also associated with Coromandel Group as **Technical Advisor**. A member of Advisory committee to the Board at Coromandel.

### **PROFESSIONAL EXPERIENCE**

37 years hardcore experience in the manufacturing.

I worked with UPL for last 20 years and retired as VP - Manufacturing from Corporate office of UPL Ltd. at Mumbai .I was responsible for overall operations of 9 technical manufacturing sites of UPL in India since 2006. Most of the sites are located in Gujrat. Major focus was on achieving the

targeted output at budgeted cost with a priority for safety and environment. I was also handling improvement initiatives of all the UPL sites including overseas sites in France, Netherland and Colombia.

Joined UPL Ltd. in Feb. 1999 at Ankleshwar factory as Chief Manager works. Worked in the capacity of Unit head and got promoted to Dy. General Manager works.

I was given the higher responsibility of handling Vapi factory in Dec. 2001. Upgraded to General Manager Works and given the additional charge of two other factories at Vapi.

Worked with Pidilite Industries Limited from Jan.1996 as Sr.Manager Works at Mahad factory for 3 years.

Worked with Bayer India Limited in the year 1982 as Production In charge. Worked for 13 years in Agrochemical plants and reached to Production Manager Level during the tenure at BIL.

## **RESPONSIBILITIES**

- To achieve 100 % service level to the customers through setting / achieving the production plans.  
To set the production target through an interaction with Planning and sales team
- To set and achieve annual saving targets over and above the budget.
- Ensure optimum asset utilization for getting targeted production.
- Ensure the statutory compliance as per the statutory bodies.
- Continuous improvements in all the below areas through the expertise from institutes like UICT / IIT. I got the opportunity to work with Prof J B Joshi for all the improvement function for 20 years

Maxpro - Improving yields, batch to continuous, solvent reduction etc

Maxpro plus - Improving the operational efficiency .

Energy Cell - Optimisation and reduction of power and steam usage

Green Cell - Reduction of waste and Effluent

50- 60 Cr were saved every year over and above budget.

A target of Rs.250 Cr was taken in a block of two years 2015-2016 and achieved Rs.272 cr.

- maintaining the moral of the employees through team building and motivational activities.
- Set tough targets in Safety / environment and achieve through training and awareness.
- Ensure timely supply of the materials through proper planning and coordination with procurement and supply chain dept.
- Continual improvement through quality management systems ISO 9001 / ISO14001 / OHSAS 18001.

## **SKILLS AND ACHIEVEMENTS**

- 1 Learned management skill by attending MDP programme at IIM Ahmadabad
- 2 I believe in Industry and Institutes collaboration. As a result I took lead and conducted many development programs for executives. We had such residential courses with IIT- Mumbai, ICT- Mumbai and LIT Nagpur.
- 3 As a passion I took initiative and delivered lectures at IIT, ICT for final year students on Industry outlook.
- 3 I was awarded South Africa visit to witness Cricket world cup matches in appreciation of my performance.
- 4 Vapi Unit achieved National award for Energy Conservation from Dr Abdul Kalam.
- 5 CerexAgri and DuPont were acquired by UPL. I was team member from manufacturing side in the process of acquisition.
- 6 Dramatic improvement in production capacities achieved in all the sites with minimum investment and through innovative ideas.
- 7 The first overseas project of UPL Vietnam was successfully commissioned under my leadership in Dec 2006.
- 8 Commissioning of PSC13 Plant and converting Metasyatox Plant from manual to DCS based operations at Bayer .
- 9 Biggest Emulsion Polymer plant was erected and commissioned at Pidilite Industries at Mahad Site.

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