

S. SASI KUMAR BE, DQM, – Mechanical Engg

(7 Yrs of Exp in Aluminum Foundry & Machining Industry)

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CAREER OBJECTIVE

Seeking a challenging position in a progressive organization that gives me scope to apply my knowledge and skills with opportunities for career advancement and learning.

SUMMARY

- Having 7 years of expertise in aluminum foundry, machine shop, Supplier Quality, NPD. Presently leading Marketing & Business development department.
- Working as Asst. Manager – Marketing & Business Development in UNICAST AUTOTECH - Bangalore.
- Graduated in Mechanical Engineering (May-2007) with first class from Annamalai University, Chidambaram.

WORK EXPERIENCE

- **UNICAST AUTOTECH PVT LTD**, Bangalore.(A Kiran Udyog Group Company)
Asst. Manager – Marketing & Business Development
Sep 2013 – Till Date.
- **CAPARO ENGINEERING INDIA LIMITED**, Chennai.
Engineer – Business Development - Caparo Aluminium: India
Dec 2010 – Aug 2013.
- **A-WIN ENTERPRISES [P] Ltd.,** Ambattur, Chennai-58.
Quality Engineer – Aluminium Foundry Division.
May 2007 to Dec 2010.

COMPANY PROFILE & ROLES

Unicast Autotech Pvt Ltd. (A Kiran Udyog Group Company)

Unicast is a kiran udyog group of company, which is located in Narasapura industrial area, kolar district, Karnataka, builds with pressure die casting, machining, painting & assembly solutions. Kiran is one of the leading OEM supplier in India also exports business.

Contributions In Unicast Autotech:

Marketing

- Customer Identification & Interaction for new business opportunities.
- Cost working for new products and running parts cost analysis.
- Cap exp preparation for new projects and getting approval from the management.
- Negotiation with clients for the target price fixed by top management for part & tooling.
- Monthly sale freezing as per customer schedule.
- Customer complaint addressing and coordinating with quality team for problem solving.
- Monitoring dispatches in line with schedule thereby avoiding Air freights.
- Receiving payment advice and assist with finance for reconciliation.
- Payment collection from customers in line with reconciled data.
- Preparation of MIS considering plan Vs Actual and customer returns.

Business Development

- Single point contact for customer for all new projects in terms of time plan discussions.
- Driving the Program management team to complete the project with in time line.
- Submission of PPAP docs to the customer and approval for series production of new products.
- Coordinating with NPD team for project reviews and resource planning.

CAPARO Engineering [I] Ltd.

Caparo Aluminium India is a TS 16949 and ISO 14001 certified business producing high quality aluminium gravity and high pressure die cast parts.

Caparo Aluminium supplies a number of high precision aluminium products to many OEMs and Tier-1 suppliers in the automotive industry. Specialists in the manufacture of parts such as compressor housings, oil pans & charge air pipes, Hydraulic actuators etc.,

CONTRIBUTIONS IN CAPARO ENGG:

- Cost working for PDC, GDC RFQs and single window for customer for techno-commercials.
- Assisting with top management for commercial freezing.
- Conducting APQP review meeting with customers to resolve technical queries.
- Co-coordinating CFT to come over from APQP open issues also complaints.
- Preparation of MIS on monthly basis to discuss with corporate cost validation team.
- Supplier freezing for new projects with the assistance of CFT & Purchase.
- Preparing time plan for awarded part and coordinating with concern dept to achieve the same.
- Responsible person for submitting PPAP parts & in proper touch with customer to get approval for production of parts.
- Key person for supplier documents freezing like PPAP documents.
- Certified internal auditor for ISO 9001:2008, ISO/TS 16949: 2009 & having Knowledge in EMS 14001:2004 internal audit.

A-WIN Enterprises Pvt Ltd.

As an ISO 9001:2008 certified company it produces over 800 metric tons of Aluminum gravity die castings per annum which includes Aluminum alloy piston assemblies and various engineering components.

CONTRIBUTIONS IN A-WIN ENTERPRISES

- Supplier assessment survey and auditing.
- Trade off with suppliers on quality targets for NPD parts.
- Responsible for supplier PPM monitoring & sustaining by conducting audits and coordinate with them to come over from rejections & commercial aspects.
- Expertise in audit summary preparation & action plan verification against supplier audits
- Familiar in mould & pattern making for sand castings.

- Having process knowledge in Heat treatment, Sand Blasting, Shot Blasting, Dye Penetrant test, impregnation.
- Initiated various weight reduction techniques, thereby reducing cost as well.
- Brainstorming with die makers for optimizing the die in terms of orientation of Component, gating & yield.

CLIENTS AND PRODUCTS

M/s.Unicast

- M/s. Honda - Crank Cases, wheel Hubs, Cylinder Blocks.
- M/s. Renault Nissan - Front Cover, Rocker Cover, Oil Pan.
- M/s. Bosch - Starter Motor & Alternator Parts.

M/s.Caparo

- M/s. Navistar - Oil Pan.
- M/s. General Motors - Bed Plate & Clutch Housings.
- M/s. Cummins - compressor Housings.
- M/s. Honeywell - Compressor Housings, Seal Plates.
- M/s. Borg Warner - Compressor Housings.

TRAININGS ATTENDED

- ISO/TS 16949:2009 Third edition for internal auditing.
- Fire safety training.

EDUCATIONAL HIGHLIGHTS

- B.E. (Mech) with 81.00 % - 2003 to 2007 - Annamalai University, Chidambaram.
- Diploma in Quality Management - 2009, Annamalai University, Chidambaram.
- Pursuing M.B.A [Operation Management] in Bharathidasan University, Trichy.
- HSC with 83.08 % - 2003 - R.C.T. Hr. Sec. School, Chidambaram.
- SSLC with 82.80 % - 2001- Govt. Boys Hr. Sec. School, Bhuvanagiri.

PERSONAL DETAILS

NAME	:	S. SASI KUMAR
PARENT's NAME	:	L. Senthil velan; S. Arasalakshmi
DATE OF BIRTH	:	15.07.1986
PASSPORT NO	:	H3763274 (Expiry: 2019)
SEX	:	Male
NATIONALITY	:	Indian
RELIGION	:	Hindu
LANGUAGES KNOWN	:	Tamil & English
ALTERNATE MAIL ID	:	sasiarun.kumar@gmail.com

DECLARATION

I here by declare that all the details furnished above are true to the best of my knowledge and belief.

Place:

Date:

(S. SASIKUMAR)