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CAREER OBJECTIVE : To achieve technical, managerial & leadership excellence by intellect, dedication and hard work.

PROFESSIONAL CAREER SUMMARY:

Experience : Proactive, organized & result oriented professional with **19 years** of strong and rich experience in;

- (A) Base Oils & Additives purchase, procurement & planning (Current Role)
- (B) Supply Planning, Production Planning & Production Scheduling, 3P tolling ops.
- (C) Manufacturing Operations, Processes, Maintenance & Quality

Having worked with companies such as **SHELL, PEPSICO, ITC & ESSAR STEEL** with diverse, multicultural manpower in different geographies in various types of roles in **Oil Industry, Lubricants, Food (Beverages & Confectionery) & Steel** at multiple manufacturing locations such as Mumbai, Hyderabad, Pollachi & Surat.

Core Competence Areas: **Raw Material Purchase & Procurement planning, Negotiations, cost savings & reductions,** Supply Planning, Production planning and scheduling, manufacturing operations & strategy, productivity improvement, maintenance, projects and quality control.

Key Skills: Purchase, Negotiations, Base Oil & Additives procurement, Lubricant formulations & Cost Optimization, E2E Supply Chain Management & Optimization, Contract Manufacturing, LEAN Manufacturing, Lubricants Blending & Filling, Food & Beverage Manufacturing, Six Sigma, GSAP, Problem Solving, Logical Reasoning.

EDUCATIONAL DETAILS:

EXAM	YEAR	BOARD/UNI.	PERCENTAGE
S.S.C.	MARCH – 1998	GSEB (Gujarat)	86.71%
H.S.C.	MARCH – 2000	HSEB (Gujarat)	76.00%
BACHELOR OF ENGINEERING - MECHANICAL	JUNE – 2004	SAURASHTRA UNI. (L. E. College, Morbi.)	76.00%
AGGREGATE PERCENTAGE OF B.E.			----- 69.69 %

- ❖ APICS – Basics of Supply Chain Management completed. Pursuing for CPIM.
- ❖ SIX SIGMA GREEN BELT CERTIFICATION WITH 82% SCORE.
- ❖ Certified Internal Auditor for ISO 14001:2008 (From SGS) & HACCP (From DNV).

PROFESSIONAL EXPERIENCE :

CURRENT COMPANY: SHELL INDIA LUBRICANTS (Oct 2010 till date), Taloja, Navi Mumbai.

Current Designation : Base Oil Commercial Co-Ordinator, Base Oil Chartering Lead APAC/CNHK, Base Oil & Additive Planner (Aug 2017 till date)

Job Role Dimensions :

- ❖ Base Oil Purchase and Contracting lead for Shell Lubricants India for 140 KT of overall BO sourcing.
- ❖ 140 KT base oil volumes procurement, supply planning and cost optimization with > 110 Mln USD total commercial value. Base Oil & Additives Supply planning for > 650 FG SKUs.
- ❖ 7 import vendors engaged for regional supplies (HSB, Exxon, Bukom, SK Oil, SLSC for XHVIs, Luberef, S-Oil), ~25 base oil SKUs. Total 11 additive vendors with > 200 plus additive SKUs.
- ❖ Purchase lead for Local Sourcing of Base Oils. (> 40 Mln USD commercial value, 5 base oil vendors, SGS, BPCL, GS Caltex, HPCL, Gandhar)
- ❖ Handling of two different ports i.e. JNPT & Mumbai and ensuring optimized ship rotation to minimize demurrage exposure while ensuring ullage availability prioritized with grade of base oil required at LOBP. Third port Kolkata might get added in this along with potential GTL hub at west coast of India.
- ❖ Tank-farm optimization planning/restructuring at the terminal and LOBP both for short-term ullage mitigation as well as long term base oil receipts optimization.
- ❖ Accelerated Growth 1512 projects cost savings delivery of ~2.5 Mln USD in 2021 & approx. ~3.0 Mln USD for 2022.
- ❖ Strategic working & inputs, cost optimization including formulation optimization and lead support for many new OEM tenders to the business for product cost optimization and GKA accounts including setting up & assurance on base oil supply planning.
- ❖ Supply planning, LSC focal point and continuous support for servicing 20 Mln ltrs of volumes of Catenex, Risella & Flavex of POBOW business.
- ❖ Complex supply planning and management for ~75% tankage utilization at the terminal end which requires very meticulous planning.
- ❖ Ensuring cost efficient base oils and additives supplies availability continuously for the OU dedicatedly amidst demand variations and cost volatility in the market.

RESPONSIBILITIES:

- ❖ Accountable for procurement, planning & supply security of Base oils & Additives into India for Lubricants business including the development of Business Continuity Plans for Taloja.
- ❖ To develop the procurement plan across the entire planning horizon for the allocated portfolio (components, locations) to ensure that the right material is available at each location within the region/cluster in order to meet production needs.
- ❖ Ownership and management of inventory for meeting DIO target for base oil and additives for India while setting of the stocking strategy and relevant safety stocks for the materials and locations in the supply portfolio, taking into account any storage capacity constraints on site.
- ❖ Ensuring cost optimized base oil sourcing mix & base oil storage footprint on E-2-E basis for the India OU in terms of sourcing from different import (7 nos) & local (5 nos) base oil suppliers with tight DIO and working capital control and management.
- ❖ Collaborative working with excellent stakeholder management with ability to influence and drive result delivery.

- ❖ Identify and respond quickly to changing priorities and multi-task in order to distil complex data & information to see the big picture for strategic decisions.
- ❖ Cross functional working to drive down demurrage costs per MT of imported base oil by working closely with operations team and vessel charterers and agents.
- ❖ Manage supply issues whenever arising by exercising most cost-effective options at disposal for mitigation of supply risks.
- ❖ Track each and every shipment of additives and vessel arrivals to ensure timely availability of raw materials to meet customer orders while taking corrective steps wherever necessary on urgent basis by close monitoring.
- ❖ Currently also contributing as GSAP SUPER USER at Taloja.

ACHIEVEMENTS AT SHELL INDIA:

- ❖ Winner of several VP & GM awards in 2020, 2021 and 2022 in Shell for base oil, formulations, supply chain related project and associated cost optimizations.
- ❖ Winner of VP award in 2018 for freight cost optimization for sourcing of Group3 and Group1 base oils from Hong Kong and Singapore by analysing base oil landed cost structures to save ~2 Mln USD for the organization.
- ❖ Winner of "LSC Best of the Best Individual Award" in 2018 for leading cost savings initiatives across base oils and additives portfolio.
- ❖ Received Certificate of Achievement as a recognition from Sales & Marketing team towards driving down product costs through base oils, additives, formulation optimization exercises in 2018.
- ❖ Winner of Special Award for contribution towards Accelerated Growth (AG) 1512 program of LSC in 2018.
- ❖ Winner of many "Special Recognition Award" towards excellent work done beyond normal scope of work.
- ❖ Winner of "Best of the Best Team" award at APME ELT in 2016 for Asia Pacific.
- ❖ Winner of CI award "Just Do It" for converting two stage process into single stage to improve efficiencies substantially in blending.
- ❖ Received "Certificate of Appreciation" for Sales 1st Approach in winning customer John-Deere in 2011 and for increasing heating blends throughput in the year 2012 from LSC Cluster Operations Manager, India.
- ❖ Winner of CASA award in Q1 2014 for implementing GTL Base Oils storage by precise planning and meticulous execution of LOBP tanks re-alignment to deliver & localize premium products such as Helix Ultra, HX7 & premium OEM products such as Suzuki Gear Oil for Maruti Suzuki India, leading to substantial cost savings by delivering first GTL blended products at LOBP Taloja.
- ❖ Made & executed proposal for LOBP base oil tank-farm realignment and implemented the same as blending controller which resulted in IMC hired 2 tanks release at JNTP achieving SPANCO savings of 250K USD annually.
- ❖ Improved PSA to > 91% as a production scheduler for India which was at consistently low in the past. (Feb 2015 30%)
- ❖ Executed, planned and scheduled Flush/Reblend oil consumption of 512 MT in 2014 & 2015 leading to SPANCO savings.
- ❖ Winner of 90/90 OTIF competition held across India at Shell Lubricants in July 2012 getting special recognition for achieving 93%+ OTIF levels.
- ❖ Member of Kasper implementation team at LOBP Taloja as a blending controller achieving tankage re-alignment for storage of Kasper Base Oils and delivery of first Kasper Blend.
- ❖ Leader of team Master Chefs who were winner of Project Raksha held across five cross-functional teams at LOBP Taloja in 2013-14.
- ❖ Achieved highest blending production of 8590 KL at LOBP Taloja in July 2013 as blending controller.
- ❖ Achieved highest ever production of 7300KL+ two times, in July 2012 during 90/90 OTIF competition and in March 2011 as a Filling Controller, thereby demonstrating strong skill of blend/fill scheduling and planning and operational execution. Have achieved highest output in a month on lines such as Serac (480+ KL) and Mount (Pail Filling) (950+ KL) as filling controller.

Previous Designation : Production Planner (Mar 2015 to April 2018)

Previous Designation : Filling & Blending Controller (Oct 2010 to Aug 2015)

Production, Planning & Scheduling

- ❖ To plan, schedule and monitor the manufacturing operations to meet targeted production plans to achieve optimum utilization of people, machines and materials to ensure achievement of KPIs as per budgeted parameters.
- ❖ Planning, Scheduling and detailing of blending and filling plans for **650+ SKUs** on daily basis to ensure timely product availability for despatch and customer bulk requirements.
- ❖ Handling of production lines (Serac, Masterfill, Feige, Mount, OCME) and lubricant blending operations (Sartorius) with annual capacity of approx. 1 million litres amounting to approx. turnover of Rs. 1500+ crores.
- ❖ Handle entire filling operations which include small pack, pail and drum lines (including total 7 lines). Handling and Allocation of unionized (54 Nos OG Staff) and contract manpower for efficient use on all machines.
- ❖ Handling entire blending operations, ensuring product compatibility for ABB and SMB fully automated SCADA based PLC system from Sartorius.

- ❖ Complete responsibility for stock reconciliation of base oils and additives (bulk & packed) on weekly and monthly basis in GSAP. Taking corrective and preventive actions to keep losses in control and improve yields.

Quality & Audits

- ❖ Involvement and participation for successful certification of plant during various audits such as T1, T2, AIPS, ISO 14001, ISO TS: 16949, OEM customer audits etc.
- ❖ Framing processes to ensure smooth new product commercialisation in blending and filling, conducting trials, identifying deviations & making relevant modifications to launch and stabilize new products. Troubleshooting and root cause analysis for customer complaints.
- ❖ FMEA, HEMP, JHA, Method Statement preparation and documentation.
- ❖ Handling SOP preparation and dissemination of policies and documents to shop floor and implementation of new procedures.

Safety & People Management

- ❖ Ensure compliance to SHELL HSSE standards such as PTW, MOC, LOTO, LSRs during shop floor operations and thus ensuring GOAL ZERO & ZERO LTI.
- ❖ To prepare & implement safe operating procedures to adhere to Shell HSSE standards.
- ❖ To maintain dialogue with representative unions/ workmen/ officers and managers to maintain good culture & moral in the plant.
- ❖ Participate in Long Term Settlement (LTS) discussion with Union, framing of LTS and ensure effective implementation of LTS on shop floor.

PREVIOUS COMPANY: PEPSICO INDIA, Mumbai. (JUNE 2009 to Oct 2010) (16 Months) **(As Production Executive)**

RESPONSIBILITIES:

- ❖ Productivity, Production Planning, Meeting Production Targets.
- ❖ Played the lead role during installation and commissioning of new NCB line (Slice & Mangola) of 200 BPM.
- ❖ Handling of production operations for carbonated & non-carbonated beverage lines such as CSD, PET & NCB.
- ❖ Complete Manpower Handling which includes handling of union backed manpower.
- ❖ Completely responsible for Yield, Material Wastages etc.
- ❖ Responsible for all maintenance activities of the line, spares inventory etc.
- ❖ Responsible for Product Quality and meeting the Finished Goods Specifications.
- ❖ Responsible for all production costs such as Power, Water, Manpower, Maintenance etc.
- ❖ Worked on EMS ISO : 14001 Implementation in the plant – Trained Internal Auditor for the same from SGS.

PREVIOUS COMPANY: ITC LTD. (Oct 2005 to June 2009)

RESPONSIBILITIES:

I had worked in ITC's confectionery business as Manufacturing Executive i.e. as in charge of ITC plant operations for **3.7 years.**

- ❖ Responsible for production, productivity, planning, material connectivity planning and maintaining required inventory levels in the plant.
- ❖ Development of the product process, setting up the product process, setting up all relevant process & machine parameters. Safe & Quality product delivery.
- ❖ Working in project stage during installation and commissioning for setting up new plants and stabilization of these plants at rated capacity and output and quality level required.
- ❖ Complete quality testing of all incoming raw & packing materials, microbiological testing of the product, microbial swabs testing etc. i.e. as In-charge of QC laboratory.
- ❖ Ensure statutory compliance during operations for acts such as PFA, weights and measures.
- ❖ Material utilization reports and yield reports, reducing process losses and wastages.
- ❖ Manpower training, imparting skills to manpower, manpower handling, etc.
- ❖ Improvements in the process, arresting and rectifying any technical flows in the process as and when they occur. Development of new processes, change of process.
- ❖ Maintenance, stores activities and dispatch from the plant.
- ❖ Reduction in overall product manufacturing cost by reducing energy losses, manpower cost, increasing energy efficiency & plant operational efficiency.
- ❖ Received trainings on Statistical Process Control Tools and HACCP Internal Auditor.

- ❖ Carrying out Energy Efficiency Audit of the plant in co-ordination with TERI.

PREVIOUS COMPANY: [ESSAR STEEL LTD. \(Aug. 2004 to Oct 2005\)](#)

RESPONSIBILITIES:

During my 13 months tenure at Essar Steel (Hazira), I had worked extensively in projects of

- **Danieli Up-gradation of All Three Electrical Arc Furnaces**
- **RH Degasser**
- **Fourth Electric Arc Furnace**

- ❖ I was a part of the team that successfully commissioned the Danieli Upgradation and was looking after RH Degasser Project & its procurement related activities. Simultaneously I was also involved in EAF-4 project & procurement.
- ❖ Preparation of budget and capital requirement for the project in co-ordination with various departmental teams.
- ❖ I was responsible for material procurement & connectivity, negotiations with vendors, drawings study, planning, on- the-field execution, commissioning, stores activity and overall project progress tracking & reporting, making monthly & weekly reports. Here I had worked in SAP extensively raising PRs and workorders, tracking budget & inventory and more. I had received trainings on "Pumps and Compressors".

PROFESSIONAL ACHIEVEMENTS:

- ❖ Certified Internal Auditor for ISO 14001:2008 (From SGS) & HACCP (From DNV).
- ❖ Commissioning & setting up the process of the Greenfield Automated Line Project of ITC for candy manufacturing & ramping up & stabilizing plant output. Played a leading role in plant start-up & stabilization. Development of full process parameters, machine settings, quality testing etc. (KLOCKNER LINE)
- ❖ Successfully Led the HACCP Certification of the Pollachi Plant of ITC (Klockner Line) and did all the work for execution and documentation of the same.
- ❖ Increasing the productivity of the Eclairs confectionery production line by up to 70 %. Achieved zero market complaint status.
- ❖ Achieved ISO:14001 EMS certification for PepsiCo Dukes plant working as core execution team member in 2009.
- ❖ Successful commissioning of Danieli upgraded Electric Arc Furnaces & leading RH degasser project. Responsible for full procurement, vendor discussions, negotiations etc.

EDUCATIONAL ACHIEVEMENTS

- ❖ Boys' topper of the entire class in the engineering and overall second highest aggregate percentage during engineering. One of the university toppers.
- ❖ Awarded "BEST STUDENT OF THE SCHOOL AWARD" in 10th standard.
- ❖ Winner in elocution competitions in 7th, 8th, 9th & 10th standards.

REFERENCES

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- (1) Gulshan Chaudhary - Production Planning & Plant Manager, Shell Lubricants India.
 - (2) Murali Rajagopalan - Ops. Mgr Britannia, Snr Mgr TATA Beverages, Ops Mgr ITC.
 - (3) BB Agola – Professor, L.E. College, Saurashtra University