



HEMANT RAJARAM BORSE

SENIOR MANAGEMENT PROFESSIONAL

Project Management | Business Development |

Demonstrated record of achievement in conceiving & implementing Projects and delivered within given timeframe.

Location Preference: Pune, Mumbai & Nashik / Maharashtra,

Email: borse.hemant@gmail.com

Mobile: +91 9850902284

Core Competencies

Business Development

Project Management

Operations Management

Sales & Marketing

Team Building & Leadership

Profile Summary ~~

- Performance-driven professional with **14+ years** of experience in Project Management, Business Management & Operations, Business Development, Sales & Marketing .
- Excellence in handling program/project management activities including project scoping, estimation, planning, resource administration & quality management for the projects
- Strong acumen in technical detailing of Engineering Projects
- Proven success in managing **business operations** with focus on top-line & bottom-line performance and expertise in determining company's mission & strategic direction as conveyed through policies & corporate objectives
- Strengths include creating real time business decision making processes to create proper action
- Proficient in developing & streamlining systems with proven capability to enhance operational effectiveness and meet operational goals within the cost, time & quality parameters
- Proficiency in planning, coordinating, supervising, handling inspections of materials/equipment, manpower controlling, expediting, follow-up deliveries, updating, monitoring status of materials/equipment & delivery schedule according to the company's material strategy
- Proven interpersonal, communication & presentation skills, with the potential to work under pressure.

Work Experience ~~

***** **April 2019 – Current with HPM Infra LLP, Nashik, Maharashtra as Senior Project Coordinator,**
Road Construction company engaging in infrastructure sector

~ Key Result Areas:

- Developing the Portfolio Management of Road Constructions of Project of the company and coordinating the activity so that synergy is achieved in various resources.
- Establishing corporate goals in terms of developing specific portfolio and synergise the companies' resources for maximizing value, revenue generation & realizing corporate goals
- Leading and coordinating the 4 different projects team of 20-25 people led by respective project managers and devising strategies & internal training program to improve the performance and coordinate the activities so that projects are completed within schedule completion date.
- Managing and gathering the requirements from all stakeholders primarily client (Government) and translate these requirements and ensures that these are become the part of projects.
- Considering the portfolio is primarily of infrastructure and mainly government contracts timely execution of projects with all compliance of various legal framework and adhering to the Contract

agreement terms and conditions , coordination is clearly maintained with project teams at site so that all requirements are addressed.

Highlights:

- Successfully devising the companies Portfolio Management Plan under which total **Rs 1200 Cr** road construction projects are managed.
- Leading multiple projects team of 40-45 people and devising strategies & internal training program to reduce the cost of human resources & ensuring the timely completion of project execution.
- Regularly meeting the stakeholders and gather the various requirements from them and clearly translate them in projects goals and achieved those goals.

******* May 2017 – Feb 2019 with Suddha Converting Machineries Pvt. Ltd., Ahmedabad, Gujarat as Senior Business Development Manager *Manufacturing of Plastic Converting Machineries firm***

~ Key Result Areas:

- Establishing corporate goals in terms of developing new market; designing business plans / strategies for maximizing reach to customer in different markets & revenue generation & realizing corporate goals
- Leading a team of 10-12 people and devising strategies & internal training program to improve the corporate profile of company
- Leading, training & monitoring performance of team members to ensure efficiency in operations
Identifying the problems faced while marketing the products to corporate clients and providing prompt resolution
- Participating in various B to B meets like exhibitions to highlight the newly developed products and creating the aware among the potential clients as well as existing clients
- Identifying the problems faced while marketing the products to corporate clients and providing prompt resolution

Work Experience ~~

****** June 2005 – April 2017 with Shreeraj Plastics Pvt. Ltd., Nashik, Maharashtra as Project Director *Packaging Solution / Plastic Material Manufacturing firm with an annual turnover of INR 12 Crores***

~ Key Result Areas:

- Establishing corporate goals, short term / long term budgets; designing business plans / strategies for maximizing profitability & revenue generation & realizing corporate goals
- Leading a team of 40-45 people and devising strategies & internal training program to reduce the cost of human resources & avoiding the hiring of external trained staff
- Forecasting & formulating business budgets on a monthly / annual basis, and instituting internal checks to ensure that the expenses are within budgets
- Developing & implementing key procurement strategies for commodities and ensuring that plans are aligned with all contractual & statutory requirements; creating contingency plans to ensure uninterrupted supply of products for the fulfilment of requirement in time
- Leading, training & monitoring performance of team members to ensure efficiency in operations

Highlights:

- Credited for establishing & installing capital good worth INR 1.25 Cr in 2005-2006; also upgraded the current system and successfully expanded the company & installed capital goods worth of INR 2.0 Crores in 2009-2010; this resulted in drastic jump in the revenue of company since then
- Became a lead 'go-to' person for managing the procurement of worth **INR 8.0 Crores – INR 9.0 Crores** annually for raw material; built a strong network of reputed vendors for the regular raw material

- procurement plan
- ▶ Credit of **growing the product line** with following products - Printed Polythene Films, Printed Flexible Laminates, Printed Plastic Pouches, Laminated Woven Sacks Bags to various industries like, Food, Agriculture - Seeds, Fertilizers, Pharma, Liquid packaging
 - ▶ Played a key role in **successful launch** of the branded product of Mulching Film (Agriculture Application); penetrated state-wide (Maharashtra) & built a sustainable & well connected network of dealers with direct customer reach.

Key Projects:

Title: Product Development – Register Coating Machine

Period: May 2017 - March 2018

Skill Used: Business Development, Business Analysis, Business Intelligence, Marketing, Product Promotion, Product Launch, Brand Marketing, and Online Marketing

Title: Product Development - Mulching Film

Period: Apr 2012 - Mar 2014

Skill Used: Business Development, Business Analysis, Business Intelligence, Dealer Development, Dealer Channel Management, Marketing, Product Promotion, Product Launch, Brand Marketing, and Online Marketing

Title: Manufacturing of the Flexible Laminates

Period: Feb 2010 - Oct 2011

Skill Used: Leadership, Strategic Thinking, Budgeting Skills, Communication Skills, Analytical Skills, Process Orientation, and Business Development

Title: Production of Multilayer Polythene Film

Period: Jul 2005 - Feb 2006

Skill Used: Project Management

Education ~~

- ▶ **B.E. in Mechanical Engineering** from Vishvakarma Institute of Technology, Pune University, Pune in 2000 with 67.35%
- ▶ Certified as **Project Management Professional (PMP)** from Project Management Institute, Inc.

Academic Achievement:

- ▶ Appeared for GATE -2001 (Mechanical Engineering) & scored 95.15 percentile with an All India Rank of 430.

Personal Details ~~

Date of Birth: 31/05/1979

Marital Status: Married

Languages Known: English, Hindi and Marathi

Current Address: 44, 'PASAAY', Sahadev Nagar, Nr Horizon Academy, Gangapur Road, Nashik – 422 013