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KAUSTUBH DESHPANDE

SUMMARY

I am a Mechanical Engineer with Post Graduate Diploma in Business Management. I started as a Junior Research Assistant at IIT Bombay and have grown and got experience in Design, New Product Development, Green filed Project Management, Complex Program Management in Aerospace and Automotive domains. I Headed a Business Development function for Automotive Tier-1 company in ASEAN region. Through my journey of last 14 years, I have acquired below skills. Details of my various initiatives, roles and achievements are listed below.

My customer testimonials/ recommendations are available on my LinkedIn Profile.

<https://www.linkedin.com/in/kaustubhgdeshpande>

I am invited speaker for Center for Transdisciplinary and Sustainability Science with mandate to link with the private sector on Sustainability agenda. They are also the focal point for the University SDG Network in Indonesia.

SKILLS & ABILITIES

- Business Development
- Marketing Management
- New Product Development
- Program and Project Management
- Strategy
- Negotiation
- Handling JV Partners
- Team Management
- Business Case

PRODUCT EXPERIENCE

Automotive:

Electrical:

Lighting (4W/2W), Switches (4W/ 2W), RPASS, ADAS, Horns, Wireless Charger, Sensors, Actuators, EV Motors

Body & Structure:

Alloy Wheels, Seat (CV)

Aerospace:

Advance Composite Floor Beams, Machining Components for Engine & Body, Sheet Metal Components

EXPERIENCE Independent Business Development & Partnership professional

Entrepreneur Jun-21 to current

- **Assisting** Startup's, SME's and MSME's to find markets in **South East Asia**.
- **Partnering** with
 - South Korean Startup and developing EV Traction Motors business in India, Indonesia.
 - IT/ITES Company and implementing Operational Visibility and Control Platform in variety of Manufacturing companies. This also developing Industry 4.0, IoT and cyber security solutions
 - Pharmaceutical Raw material manufacturer in India to get customers in South East Asia
 - Agritech Startup creating D2C business model for Safely cultivated Vegetables and fruits
 - OEM manufacturing Ionizers which can kill variety of viruses and bacteria's.
- **Coordinate and Facilitate** trade for various commodities like Light White Oil, Slack Wax, Phosphoric acid, Coal, Nickel, Palm oil, Zinc Dust, Special equipment's, Copper cathode
- **Consult** Consulting firms as an expert
- **Speaker** at CTSS event and host a **Podcast** on Going Green
- Collaborate with Irish firm to acquire Indian company

Head Business Development & New Product Development- ASEAN

PT. MINDA ASEAN Automotive, Indonesia Apr-19 to May-21

- **Generated Business enquiry for Potential Revenue 90M+ USD** for Group Products
- **Directly reported to Business Head & CEO** to formulate **Strategy** for ASEAN region
- Lead and arrange **Tech exhibitions** and **Product Demonstrations** at customer locations
- Ensure **Customer Relationship Management** across Customer Locations & functions
- Leading **team size of 15+** spread out in ASEAN territory
- Member of **Management Committee** in ASEAN region
- OEM's PV: Toyota Group, Daihatsu, Mitsubishi, Nissan, Hyundai
- OEM's CV: Daimler, Hino, Isuzu
- OEM's 2W: Honda, Yamaha, Kawasaki, Suzuki, Piaggio, VMEP, KTM

Head Marketing & Customer Support (ASEAN- Lighting-4W+ 2W)

PT. MINDA ASEAN Automotive, Indonesia May-16 to Mar-19

- Achieved **business growth of 36%** in 4 years with a **CAGR of 8%**
- Lead **First time Projector Headlamp** Project from **RFQ to SOP** while ensuring **Flawless launch, Customer milestones** and all **Business case targets**
- Achieved **Price Increase of 5% Y-O-Y**
- **Lead settlement of claim** for due to sudden production stop
- **Communication & Updates** during New Product Development phase to Customer as well as Senior Management
- Improved Customer relationship by Fortnightly meetings on QCDD parameters

Program manager- Aerospace Business Unit

TAL Manufacturing Solutions Ltd, Nagpur, India Oct-14 to Feb-16

- **Exceed Revenue target by 10%** by advancing the Ramp up for Boeing ACFB project.
- Created Project Charter for Boeing and Airbus Projects
- **Reduced Timeline by ~6 months** on development schedule for RuAG project by Front loading the activities.
- **Monitoring and Tracking** of Cost, Contribution and Spend Analysis for the overall Program and Parts.
- **Lead Green field project** for Manufacturing Setup for Machining, Sheet Metal and Special processes for Aerospace components with **Project cost of 120M USD**
- Team size of 5+ Engineers

Manager- Product Planning & Program Management (CVBU)

Tata Motors Ltd, Pune, India Aug-11 to Sep-14

- Lead team of 6+ Managers/Engineers to **reduce Capital Budget by over 15 %** with **Budget Size of ~500M USD**
- Improved **Design function output by 30 %** by aligning goals/ priority across Tata Motors CVBU
- Lead **Organizational Transformation** project for transitioning from New Product Introduction Department to Product planning and Program Management Function (Matrix organization)
- Institutionalized New Product development process(**eNPI**) across **6 locations** of Commercial Vehicle Business Units of Tata Motors Ltd
- Developed new product Scrap disposal process
- Team Member for setting up function "**Total Value Management**" which involved evaluation of "Should Cost" & "Value Engineering"
- Developed portal for taking the Process on-line while creating "**Knowledge Management**" repository for future projects
- Formulated policies and work break down structures with Resource allocation matrix for different types of Projects
- **Partnered with Consultants** like A T Kearney, Roland & Berger to develop Senior Management reporting Dashboards (MIS) for metrics like Project schedules, cost, launch, revenue, contribution
- **Reduced Complexity ~8%** by eliminating nonmoving vehicle model configurations in system
- **Functional lead** for various Quality Management initiatives like ISO/ TS 16949, Enterprise Risk Management (ERM), Tata Business Excellence Model (TBEM), with sustained record of "**0**" **non- conformity**

Sr. Engineer- Product Engineering

Varroc Engineering Pvt Ltd - Pune, India Sep-10 to Jul-11

- Achieved **productivity improvement** of Tail lamp manufacturing for Bajaj Auto by **50%**
- Achieved **cost reduction by 10%** and **time reduction by 15%** for Tools and machines by standardizing requirements

Assistant Manager- Projects

Minda Industries Ltd - Pune, India May-09 to Aug-10

- Team Member for setting up **Green field project** for manufacturing Head lamps and Tail lamps for Volkswagen India & Russia; Maruti Suzuki
- **Designed and developed Assembly line** for producing Head lamps and tail lamps with Lean Principles
- Formulated Process parameters for Lens Hard coating to achieve Inter penetrative layer thickness (IPL) as per Volkswagen standards
- Ensured Assembly line meets production targets as per **PPAP, 2 DP**
- **Key Account Manager** for **Volkswagen India and Russia**

Research Assistant + Freelancer

IIT - Mumbai, India June-07 to May-09

- Selected as **Research Fellow** from thousands of applicants at IIT Bombay Research Fellowship program
- Extensive research for developing manufacturing process "**Metal Injection Molding for Micro Components**"
- **Delivered** over **25+** Training programs on "**Basics of Robotics**" through **experiential learning**.
- **Freelance assignments** in **Energy Audit, Energy Management area**

EDUCATION Post Graduate Diploma in Management Oct-13 to Jul-16

Welingkar Institute of Management & Research, Distance Learning

Bachelors in Mechanical Engineering June-03 to June-07

Nagpur University - Nagpur, India

LANGUAGES English, Hindi, Marathi, German- Completed A1; Undergoing B1

Bahasa Indonesia- Spoken Fluency

**AWARDS&
RECOGNITIONS**

Best Innovative Design Jan-05

Awarded Best Innovative Design for Chuck Glider Design at IIT Bombay

Best Student Award Jan-07

Awarded with Best Student Award for Engineering College

IIT Bombay Research Fellowship Jun-07

Exceptional Performance - Tata Motors & TAL Manufacturing Solutions

Jun-14, Jun-15