

ANIRIDDHA WAKCHAURE

Business Head



CONTACT

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EDUCATION

BACHELOR OF ENGINEERING: ELECTRONICS

2006

K.J. Somaiya College of Engineering, Mumbai



AWARDS

- GCIP - (Global Cleantech Innovation Programme) Semifinalist 2017- Organised by UNIDO, GEF
- AEE - 2017- Best Energy Startup



SOCIAL

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ABOUT

- Strategic entrepreneurial leader with more than 10 years of experience in leading and supervising a company's administrative functions who performs well in multi national environment.
- Highly analytical decision maker with strong networking and communication skills.
- Adept at leading, motivating and directing employees and retaining those teams.
- Solving complex problems, Developing marketing strategies and implementing them.
- Investigating ways to improve profitability, analyzing markets for business opportunities.

CORE COMPETENCIES

Negotiation	Business development
Budget allocation	Strategic Planning
Team management	Leadership
Procurement	Hiring
Problem solving	Networking

EXPERIENCE

Flamingo industries (Thermal Engg products)

Director | Jan 2013 - to date

- Design and manufacture prototypes of biomass cook-stoves, Heaters and steam generators.
- Develop, design and manufacture a pilot working Aluminium Recycling furnace of capacity 10 tons/ day capacity. Patent applied for the same.
- Allocate funds and resources to relevant activities.
- Hire, motivate, train, lead and direct employees.
- Identify channels, partners and pilot customers. Orders worth 80,000 USD were booked with first-time customers in a pilot segment.
- Procurement of all plant machinery, consumables and other items.
- Estimate and calculate cash flows, break-even, operating expenses and net profit.
- Develop sales and marketing strategies and implementing the same.
- Ensure quality and timely delivery to the clients.
- Allocate targets to the sales teams and ensure they are met.
- Monitor the day-to-day activities of the business.

Industrial Warehouse (Jan 2014- Nov 2017)

- Built a 12,000 sq feet Industrial shed on the outskirts of Mumbai.
- Activities like allocation of 75 KW high tension power supply, permission from local authorities, water supply included.
- Shed has a load bearing capacity of 50 tons and is operational since Nov 2017.
- Around 150 tons of Steel in various forms was fabricated to create the Industrial shed.
- Civil work like Leveling, Soil compacting, concrete pouring for the foundation as well as the flooring was personally supervised.
- Lease the shed and surrounding area to a FRP boat making Company for a period of 3 years

EXPERIENCE

Agasti energy pvt ltd.(Biomass Boilers and Briquettes)

Director | May 2010 - Dec 2012

- Develop and manage Supply of Biomass briquettes on a regular basis to multiple clients like CEAT, GHARDA, SANDOZ, CLARIANT, Sudarshan chemicals,etc. from a single existing client
- Build a strong base of repeat business with the clients for supply of biomass briquettes by Securing orders worth 9,00,000 USD annually
- Product approval from various departments across the clients company .

Eco industries (Packaged Drinking water)

Proprietor | May 2008- Mar 2010

- Set up of the complete packaged drinking water plant of capacity 3000 litres/hr Brand name :Azura
- Procure licenses for the same, design the labels and packaging. Test, distribute and market all the available channels.
- Manage accounts, processes , distributors and the labs testing department .

Forbes Marshall (Steam instrumentation and Boilers)

Marketing engineer |Nov 2006-Mar 2008

- Graduate trainee engineer for the first few months and then as an assistant to the Director .
- Coordinate projects across all departments like Purchase, Manufacturing, Sales, Commercial and R&D.
- Learn and implement Kaizen across the machine shop and the PRS shop.
- Negotiated the contract cost of the crane provider to 70% of the original cost thus saving 20,000 USD annually.

PERSONAL

- PADI certified Advanced open water scuba diver- Sabah Islands 2012
- National level tennis player in U-12 and U-14 segment 1994-1999
- Inter-college Cricket for college 2006
- Intra-college Football in Graduate college 2003-2006
- City level swimmer freestyle 1991
- Selected for inter-college dance 2003
- Finalised by Climate solver 2018(WWF) with for capacity building in collaboration with ISB Hyderabad- Dlabs- Accelerator Program 2018

INTERESTS

Swimming, fitness, football,cricket, diving, skiing,Travel,Networking,live theater(plays), learning New sports and activities.