

NABHESH KHANNA

Summary of experience:

- Over 19 years of experience including 2 years of Production experience in Industrial products in multinational companies.
- Worked for companies like Reliance India (\$30 billion conglomerate), Polysindo Indonesia (\$4 billion multinational), Indo-Bharat Rayon-Indonesia -Part of the A V Birla group of India (\$ 200 Million) ,Mutu Gading Indonesia-(\$100 million), Hualon Malaysia (\$1 billion)
- Products portfolio includes: Polyester Fibre and Synthetic Yarns, PET chips, Viscose Fibre, Acrylic Fibre, ,Textured & Spun drawn yarns (DTY & FDY), spun yarns, woven and knit fabrics.
- Successfully managed capacity expansions through sales promotion, product/application development, promotion & branding in each of my companies.
- Handle Business Planning and Marketing Strategy, Cash flow Management and Profitability
- Business Process Remodeling to achieve Benchmark practices.
- Restructuring of operations to return company to profit.
- Successfully implemented ERP at Reliance India for Sales & Marketing
- Key skills include communication, presentation & relationship marketing.

Education:

- **Bachelor of Textile Technology in 1st division from Technological Institute of Textiles Bhiwani – India in 1991.**

Professional Experience:

January 2013 – Current

His present engagement since January 2013, is with a restructuring and reorganization firm, ADAMPRIMUS, as the Executive Director of the firm, dealing and providing advisory services and rehabilitation to companies that are experiencing critical business situation.

April 2010 – Current

Nabhesh started his own venture in consultancy in April 2010. His consultancy division offers services in operational and financial restructuring, human resources management amongst others.

April 2010 – March 2011

His role at MSR was to develop the operational capabilities of the company and at the same time explore various options to further expand the business in key areas of South and South East Asia. The company has bid for various solar power projects in India and Malaysia.

November 2009- March 2010: Axis Incorporation Berhad

A Malaysian owned company located in Johor Bahru. It has 3 subsidiaries company which includes Asiapin, Chongee and GBC. Its main business activities include engaged in knitting and dyeing fabrics, garment manufacturing and export, trading of yarns and fabrics.

Key role: Chief Executive Officer

- Restructuring of the company debts
- Assessment of assets liability
- Improvement of cash flow & profit through restructuring the sales & marketing process
- Restructure the entire production system.

Feb 2007- November 2009: Hualon Corporation (M) Sdn. Bhd. (Receivers & Managers Appointed)

The largest textile producer in Malaysia. It has a combined production capacity of over 500,000 metric tones (MT) of polyester and blended yarns, 30,000MT of nylon, 150,000MT of PET bottle grade chips and, between 400 to 500 million yards of fabrics annually. Its production facility has more than 20 plants spread over 250 hectares of land within the industrial estates in southern states of Negeri Sembilan, and 10 plants covering 8 hectares parcel of land. The annual turnover is in the region of \$1 billion.

Key role: Chief Operating Officer

- Appointed by the Receivers and managers (Ernst & Young) to manage the assets of Hualon with the approval of the creditors (banks).
- Responsible for the management of all aspects of the day-to-day business of the Company and its Associated Companies, including:-
 - a) Restructuring the entire operations of the Company.
 - b) To recover the Company from its poor finance condition. In charge of the Company profitability.
 - c) Trouble shooter and problem solving.
 - d) To plan and closely monitor factory production through coordination with all plant managers. Eliminate non-value-added activities in production and service to trim waste and lower costs. Focus more on value-added activities in production and services to provide a solid value to the customers and the organization. Innovate new production and service techniques and processes by leveraging technology to improve quality and to reduce costs. Link production and service costs to cash flows and gross profits.
 - e) New product development and increase market share.
 - f) Integrate production, inventory, logistics, and transportation activities for maximum efficiency and effectiveness.
 - g) Responsible in planning, monitoring, and coordinating with the sales team for daily and future sales activities, mainly in export market. Speed up product and service deliveries to achieve customers' total satisfaction (i.e., shorter order-to-delivery cycle).
 - h) Responsible for managing of daily cash flow of the company. In charge of the cash flow distribution.
 - i) Analyze company's general management requirement in the context of company culture and strategy. Link employee rewards, bonuses, and promotions to employees' true performance and tangible results, and empower employees. Encourage employees to continuously acquire and improve knowledge, skills, and abilities through targeted training courses, management development programs, and professional certifications.
 - j) Identify key drivers of cost, quality, risks, expenses, revenues, profits, business growth, competition, and performance. Focus on the root causes of these drivers and understand why these drivers go up and down.

- k) Hold Board meetings with R&M. Join with the Receivers and Managers (R&M) to promote the sale of assets and involved in discussions/ negotiations with bidding parties. Develop the Information Memorandum along with R&M team.
- l) Smooth transition of the audit for Hualon to Recron.

Achievements

The restructuring strategy was indeed successful, after 2 years, the Company was able to sell the assets and transfer successfully to reliance Industries of India, resulting in a net back to the banks of around 30%.

July to Dec 2006: Reliance Industries Limited - India

- The largest manufacturer of Polyester in India and having 6% of global market share
- The PSF business has 750,000 tons of production capacity and turnover of over \$ 1 billion
- Company is diversified into various sectors from Retail to Telecom and has an annual turnover of \$16 billion.

Key Role: reporting to Business Head of PSF

Role involves:

- Planning the business strategy for the PSF business group with special emphasis on forward growth and profitability
- Implement the product diversification program to establish market base of at least 30% specialty products, with a value addition of minimum 5 cents/Kg in 6 months time.
- Stream line production capacities to utilize the maximum advantage in terms of product mix, customer location and minimum changeovers.
- One line – one product concept- to realise higher yield and first quality by minimum 1%.
- Oversee the Management Information Systems and prepare the annual plans, reviews and costing models

Oct 2005 to June 2006 : P.T. Mutu Gading Tekstil - Indonesia

- One of the largest manufacturers of DTY & FDY in Indonesia with a turnover of USD 100 Million
- New expansion plans already under implementation for Garments & backward integration of the Polyester Plant.

Key Role: reporting to Managing Director

Role involves:

- Part of Management overlooking the Business Strategy, Annual Plans and Profitability Growth.
- Ensure seamless amalgamation of recent acquisition of SDY unit.
- Identification of new areas of growth in terms of Diversification & Expansions in related fields.
- Monitoring & ensuring the achievement of sales target & cash flow management.
- Overlooking manufacturing operations and review the same on a monthly basis.
- Mentoring & developing the sales force & Marketing team.

Aug 2003 – Sept 2005

P.T. Indo-Bharat Rayon- Indonesia

Key Role: In charge of Domestic and Export Marketing of Viscose Staple fibre

Achievements:

- Ensured the sales of increased VSF Production from 7000 TPM to 9000 TPM.
- Was able to establish Specialty product for Non Woven end-use with the product leaders of this category adding value to the bottom line on a continuous volume of 1000 tons/month
- Successfully launched Micro denier Fiber for Textile end use.
- Have developed the “Birla Cellulose” brand through advertisements, displays & participating in exhibitions etc.
- Provided thrust on system based working by implementing computer applications and achieved total automation.
- Implemented system of market intelligence to track competitors' global moves/strategies and formulate action plans for remaining ahead of them.

April 1999 – July 2003:

PT Polysindo Eka Perkasa (Indonesia) - International Sales & Marketing of Polyester Fibre/Filament /Chips/Spun yarns

Key Role: Regional Manager Head – Latin America & Sub-Saharan Africa

Achievements:

- Had achieved Multi-Fold growth in the designated area.
- Successfully established value added downstream Polyester products in the region which has contributed to an annual rise in revenue by 90%.
- Business turnover for the region- USD 40 Mn. Per annum (approx)
- Have set up new channels of marketing for varied products in terms of agents, dealers and distributors.

- Developed new avenues for specialty high value Polyester products like Differential shrinkage yarns , Anti Bacterial, Micro denier yarns

June 1991 – March 1999

**Reliance Industries Limited (India) – Domestic Sales & Marketing (Polyester Staple Fibre)
Manager –Bombay North Region**

Key role: Manager Mktg – Bombay North Region – PSF business.

Achievements:

1. Grew business volume from 900 tons to 6000 tons/month in the said period.
2. Part of team that successfully enlarged the domestic market to absorb more than 17000 tons per month of product expansions including Polyester Fibrefill.
3. Business turnover for the region- USD 80 Mn. Per annum
4. Carried out Business Process Remodeling based on Best Practices for the Fibre business for total integration within the company through ERP system.
5. Involved in setting of Job templates for the Staff across all cadres.

Production:

6. Successfully commissioned 70 TPD expansion of Polyester POY Yarns.

June 1991 - Sept 1991

Pasupati Acrylon Limited- India

Key Role: Shift In - Charge –Production

Achievements:

1. Handled production of 2000 tons/month of Acrylic Fibre / Tow/Tops
2. Single handedly produced the first Dyed Acrylic Top for the company.

Personal details:

Date of Birth: 26th April 1970.

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(Nabhesh Khanna)