

CA HEMANT C. LODHA

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Profit Centre Head / CEO / President / MD

PROFILE

- Seasoned professional with over 33 years of experience in Profit Center Operations, Project Management, Business Development, New Business startup and Budgeting & Cost Control.
- Currently working as **Managing Director (Environment & Clean Energy Division)** at **SMS Envocare Ltd Nagpur, India**.
- Excellence in planning and operations backed by proven abilities in enhancing corporate image, ensuring image uplift, acceptability and positioning, resulting in increased sales and uninterrupted business growth.
- Creative abilities in developing wide network of channel partners to ensure adequate market reach and capitalize on emerging market opportunities.
- Proven record in achieving turnaround and guiding startup business, experienced in leading and growing all facets of business to make it a dynamic and progressive organization.
- Remain on the cutting-edge driving new business through global key accounts and establishing strategic partnerships to increase revenue and consistent performer with track record of exceeding sales milestones year after year.
- Proficient in business practices, program and financial management, branding concepts and administrative procedures
- Highly adept at multi-tasking on several projects, resolving conflicts, mentoring team members and possess excellent decision making ability
- Ability in analysis of consumer and buyer behavior, trade flows, industrial structure, competitor strengths and weaknesses, distribution channels, financial and regulatory institutions.
- Proven people management skills coupled with professional competencies in mobilizing and judiciously managing resources with structured inputs in the domains of planning, scheduling, delivery and monitoring
- Capability in Operations, Strategic Business planning, Project Execution, Business Development & New market entry strategy and valuations and superlative leadership qualities with proven ability to lead & develop effective teams and achieve goals.
- Exceptional abilities in developing new business, broadening penetration within accounts, and achieving closure upon completion of highly effective presentations.
- Self-motivated, hardworking & consistent with a high degree of flexibility, creativity, resourcefulness, commitment & optimism; can work in demanding time schedule to meet goal oriented deadlines
- Known for analytical skills and ability to “read” the customer with sound and unbiased judgment and deft in management of multi-national and multi-cultural work and customer base.

CORE COMPETENCIES

Business Consultancy ~ Strategic Sales/Marketing ~ Business Development ~ Financial Analysis/ Management ~ Budgeting & Forecasting ~ Product Pricing Strategy ~ Budget & Cost Control ~ New Business Set Up

PROFESSIONAL EXPERIENCE

SMS ENVO CARE LTD NAGPUR, INDIA

SINCE 2004

Managing Director (Environment & Clean Energy Division)

- Key player in analysis, development and implementation of strategic business plans & policies, ensuring organizational growth, targeting maximum profitability & cost effectiveness.
- Set direction for the company, defined short/long range objectives and mission of the company. Contributed leadership in all functional areas and at industry level to achieve objectives.

- Responsible for the profitable operations & setting up of the following projects with a particular emphasis on business development and strive to put across the brand message effectively by planning & carrying out the right brand communiqué.
- Formulating innovative business strategies to improve the product awareness and ensure enhanced brand visibility.
- Actively involved in conceptualizing, implementing and monitoring winning branding strategies and corporate communications to drive growth in clients' business volumes as well as profitability.
- Design mutually profitable, long term arrangements by structuring/restructuring, negotiating and launching alliances.
- Responsible for identifying, developing and directing the implementation of business strategy and cultivating the company's reputation in the market & with customers & suppliers.
- Define business mission and performance standards across all functional areas and periodically review performance with deft application of concurrent management audit procedures.
- Credited for successfully growing the distribution channel through quality recruitment and implementing successful executive retention program.
- Designed mutually profitable, long term arrangements by structuring, negotiating and launching alliances.
- Actively involved in conceptualizing, implementing and monitoring winning branding strategies and corporate communications to drive growth in clients' business volumes as well as profitability.
- Analyzed latest marketing trends and track competitors' activities and provided valuable inputs for fine tuning sales & marketing strategies.
- Kept a tab on business dynamics and realigned policies/programs to combat competition and stay firmly afloat in a fiercely competitive market.
- Conceptualized and implemented competent strategies to penetrate new areas and expand existing ones for a wide of services.
- Successfully set up Environment & Clean Energy Division from initial stage which has got present turnover of INR 200+cr, and 25+ projects involving project cost around INR 1500+cr, & 1,100+ employees and presence at more than 20 locations.
- **Key Projects Managed:**
 - Common Hazardous waste facility at Pune, Nagpur, Aurangabad, Bangalore, Goa & Dahej (Gujarat).
 - Common effluent treatment plant at Butibori, Kagal, Waluj & Bahadurgarh.
 - Bio-Medical waste facility at Mumbai, Delhi, Nasik, Aurangabad, Kalyan, Raipur, Vasai-Virar & Lucknow.
 - Hydro Power Project at Pench.
 - EPC projects Kolkata, Mehsana, Bharuch, Nagpur, Amravati.
 - International bio medical waste projects in Uganda, Ghana and Indonesia.

PT INDORAMA SYNTHETICS TBK (POLYESTER DIVISION)

AUG 1990 - OCT 2001

GM/ Vice President & Profit Center Head, Indonesia & Sri Lanka, 1998-2001

Asst General Manager/ Deputy General Manager-Commercial, 1992-1997

Manager/Senior Manager-Finance, 1990-1991

- Overall in-charge of In-Process House in Indonesia and then transferred in Srilanka as overall in-charge of Spinning unit.
- Overall responsibility for tapping company's performance in the market and accordingly, designing distribution plans and ensuring effective implementation of operational activities.
- Provided direction, guidance to the department to ensure alignment with the Company's strategies. Responsible to have environment of positive attitude, team work and synergy.
- Responsible for strategy formulation and business development plans for the company, setting up all processes related to product management and creating the roadmap for the products.
- Drove key strategic Initiatives while identifying and developing new business acquisition opportunities in order to deepen market penetration and enhancing the client base.
- Managed accounts, costing, MIS & prepared monthly project report to help in controlling project cost and on time completion of projects and developed trust based relationship among all suppliers, employees, customers, agents & higher management.

- Overall in-charge of Accounts, Costing, Purchases, IT, Security, HR, Supply chain etc. in Polyester Division and responsible for finalization of Commercial policies & Product Pricing.
- **Key Attainments:**
- Polyester Division (1990-1997):
 - Successfully established and set up processes & systems in Polyester Division and reduced container-halting time from 13 hours to 2 hours.
 - Recognized for increasing efficiency in Supply chain and annualized cost saving in packing USD 700,000.
 - Assessed 0 % anti-dumping duty on textured yarn by EU, Indorama was the only company in whole region.
 - Successfully reduced stores inventory by 25 % without affecting the work.
- In-Process House Division (1998-2001):
 - Successfully increased production of Dyeing from 8,000 meters per day to 25,000 meters per day with improvement in quality of production, cost saving and reduction in wastages (from 7.8% to 3.5%).
 - Increased export from 65% to 90% and reduced losses from USD 300,000 per month to almost Zero.
- Spinning Division (2001):
 - Successfully increased sales from 2% to 5% and reduced sea freight cost by 15%.

PAST EXPERIENCE

CONVERTY SPRING & ENGG CO Sr. Manager	Jul 1987 - Aug 1990
NAGPUR PULVERISER Sr. Manager	Dec 1984 - Jul 1987
FACOR STEEL Manager	Dec 1982 - Nov 1984
KALPATARU CONSTRUCTIONS Manager	Dec 1980 - Dec 1982

CURRICULAR ACTIVITIES

- Author of “Words of Wisdom”, “A to Z of Entrepreneurship” & “NOW-Nectar of Wisdom”
- Past President Bharat Club, Indonesia
- Past Secretary ICAI chapter Indonesia
- Past President Lions Club MIDC Nagpur
- Director Mahavir International, Nagpur
- Founder CAFÉ (Child Adoption For Education) & CARE (Child Adoption For Rehabilitation & Education)
- Founder saveWE (Water n Energy) a campaign for environmental awareness

EDUCATION

- ◆ ADBM, ICFA Institute, India, 2004
- ◆ Chartered Accountant, Institute of Chartered Accountants of India, 1980
- ◆ Bachelor of Commerce, Rajasthan University, India, 1976
- ◆ Technical Skills: Oracle, MS Office

Date of Birth: 05 Jul 1956
Nationality: Indian; **Passport No.:** J3862851;
Languages known: English, Hindi, Bahasa (Indonesia).
References: Available on Request