

S K Raman

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Background:

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Qualified as a Chartered Accountant, based in Bangalore, with over 40 years of experience in various industries like FMCG, Consumer Durables, Pharma etc.

Started the career as finance professional and moved in to General Management, in the last 22 years. Retired from my last employment wef 31st March 2015.

Currently Independent Director on the Board of Nitin Lifesciences P Ltd, a unit of Recipharm (Sweden)

Founder Trustee of Helpline Charitable Trust (serving 60 underprivileged children) Bangalore

Expertise in training people in soft skills and life skills

Key information starting from recent:

Was the Chief Operating Officer (COO) of **Kemwell Biopharma Private Ltd** (later acquired by Recipharm Pharma Sciences P Ltd) for 10 years till 31st March 2015, with bottom line responsibility.

Was the head of operations of pharma units comprising of three manufacturing units and 2 R&D units.

During my tenure of 10 years 2 new manufacturing plants and 2 R&D units were set up, total strength increased from less than 250 to over 1000 incl 175 in R&D. Total investment outlay of about Rs 250 crs.

The company got accreditations from regulated markets like US FDA, EMA apart from Russia and a few other non-regulated markets. Apart from the domestic market the company was servicing customers in the US, EU, Australia, South Africa and ROW. GSK, Pfizer, J&J Novartis were among the important customers.

Production, Supply Chain, HR, Logistics and IT/Finance (part of the period) were reporting to me.

I was, along with the MD and directors, responsible for laying out the Strategic Long Term Plan for the organization. My role included, apart from strategic planning, periodic review process, reviewing CAPEX proposals, effective implementation of the agreed plans, customer interactions for new business and for process related issues.

Conducted several soft skill training sessions both on & off site for management & staff at various levels. Coordinated skills training with external professionals.

BPL Ltd, joined as the head of Corporate Strategic Planning, later took over supply chain and finance. Managed these operations between 1998 & 2003 during difficult times managing 4 manufacturing units and 4 regional offices apart from a host of contract manufacturing units. The real challenge was in managing the working capital and supply chain.

Conducted training on Finance for non-Finance staff, planning for life after retirement etc.

Was a key member of the team for corporate debt re-structuring.

My other experience includes ten years (till 1998) in Dubai with bottom line responsibility in FMCG, General Trading, Printing units. Prior to that I was a partner of a large Mumbai based CA firm in Bangalore.

My key strengths:

Professional:

Strategic:

- Drawing up Corporate Strategic Planning process
- HR & training, Management team
- Detailed road map for achieving the targets , with time line and responsibilities
- Setting up management process for review and monitoring of the above incl KPIs for key management personnel

Operational:

- Operations (monitoring /reviewing/ execution of corrective, preventive actions)
- Finance management
- Supply chain
- HR/ training of managers in soft skills

Personal strengths: Patience, ability to listen to contrary views and dissect, humane approach to all aspects of life, wide ranging interest incl philosophy, history, and mentoring people.
