

Anil Rastogi

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Job Objective

To fulfill organizational and personal objectives while driven by passion for learning and desire to achieve excellent outcomes while working with teams

Work Experience

1. Sakata Inx India Ltd. - Current employment (10 yr. completed)
2. Coates of India Ltd. (5 yrs.)
3. Asian Paints (I) Ltd. - Start of career (3 yrs.)

Sakata Inx India Limited, Mumbai

Graduated to the position of **Sr. Manager Technical Services and Sales** after joining as Asst. Technical Service Manager for West & South India.

With the background of engineering, business management and demonstrated ability to perform under uncertain, unstructured, and dynamic market conditions, I have always been actively involved in various development projects both at plant and at customer sites.

Am technically responsible for establishment and growth of following new ink businesses in western region besides the key technical roles.

1. Retort, Mono solvent inks
2. CI flexo. Also involved in liasoning with prepress and plate manufacturer
3. Transformation from multilayer packages to monolayer

With experience, have been given Techno-Commercial roles & responsibilities like:

1. Identifying potential and market for various ink categories
2. Identifying backup plan when business shortfall occurs thro' new opportunities.
3. Assessing competition and identifying need gaps
4. Suggesting appropriate pricing and mode of supply (existing network / channel partners) to marketing team for the optimum cost effectiveness to customers and maximum possible returns to the organisation.

Key responsibilities

- Leading the Technical & Sales Team of West (Mumbai, Ahmedabad and Silvassa)
- Color matching and Trouble shooting on the press/pre & post-press operations
- **Costing models & providing solutions for Waste / inventory control.**
- Imparting training and Knowledge sharing to customer & in-house personnel.
- *Liaison* with Technical / Marketing team of customers/ pkg. development/ print management cos.
- *Liaison* with end users (for Packaging development), Suppliers of RM / adhesives/ substrate/ cylinder/ machine manufacturers / equipment suppliers
- Run Technical department as profit centre with optimum utilization of resources.

Key achievements and accomplishments :

- **Designed & implemented vendor managed Inventory control and colour management system (Ink Kitchen concept)**
- Successfully established a new Tol/MEK free PU resin based reverse printing ink which was priced about 20% higher than existing inks.
- **Brought profitable business in niche applications like**
 1. Toluene free ink and coating systems for reverse and surface printing appl.
 2. PP fabric lamination,
 3. Foil induction sealing,

- **Coordination at pre-press stage with Cylinder Manufacturers** for establishing cylinder configuration for cost / waste reduction and improving printability.
- **Established color management system** using Gretag/X-rite spectrophotometer, in collaboration with our R&D, graphic arts labs, print management companies.
- Mathematical model to **identify wastages and potential cost control sites**.
- Prepared **ready reckoner for costing of laminates/prints and Trouble shooting on press**.
- **Chosen Best employee** in 2000-01

Training programs / Exhibitions / seminar attended

Seminars & Trainings Attended

Institution	Topic	Delivered By	Program Duration	Program attended through
Sakata Inx Corp. Osaka (Japan)	Gravure / Flexo inks manufacturing and application	Sakata IOD u/leadership of Mr. K. Takada	20 days April 2000	Sakata Inx India Ltd., Delhi
“DRUPA” at Dusseldorf, Germany.	Update on developments in printing and packaging	International exhibition	5 days each May 2004 and June 2008	Sakata Inx India Ltd. , Delhi
C-Cube	Leadership and team building	Mr. Yadav Mehra	2 days (Sep 2008)	Sakata Inx 2008
TQMI	ISO 9000:2000, TPM EMS and OHSAS	TQMI	4days (2006)	Sakata Inx India Ltd. , Delhi
TQMI (IRC-UK)	Certified Lead Auditor course for ISO 9000 -1994	TQMI	4days (1998)	Coates of India Limited, Noida
Technical Seminars	Technical Topics from Pkg and packaging industry	Sakata Inhouse team and expert from industry	2 days (Twice each year since 1999)	Sakata Inx India Ltd. , Delhi

Technical presentations to Sakata Inx’ all India Tech.team / edu institutes / customers

- **Colour Theory, Shade matching & Ink Mgmt** Adjudged Best (Dec 2004), (Jun 2007)
- **Lacquers for Holographic, Reverse metallization, Tattoo.** Adjudged Best (Jul 2006)
- **Flexography and colour eval.by spectrophotometer** Adjudged Best (Dec 2007)
- **Gravure Cylinder and printing defects.** Adjudged Best (Aug 2004 & Oct 2005)
- **Adhesives (solvent less and solvent based) selection criterion w.r.t. ink /end use.**
- **Retort packaging**
- **SIES School of Pkg., CAC (Leading Adhesive manuf.),IIP, Paper Products Ltd-Thane**

Memberships & Affiliations

Institution	Role
SIES School of Pkg / IIP	Training in printing technology to industry reps.
Colour Society - Div of UICT, Mumbai	Course design committee of Garware Institute
Frost and Suvillan	Market research analysis
PLGS Global Gravure Exchange, Special chem4.com, aimcal.com	Knowledge sharing

Coates of India Ltd, Noida (Now DIC)

Executive Technical Services - Apr 1994 - Jan 1999

RESPONSIBILITIES

- **Technical support to Gravure and Flexo printers-** Providing Colour matching solutions
- **Waste / inventory control measures** Organising routine / developmental trials

- QC-Shade matching and Development of gravure and flexo inks for surface and reverse printing applications of flexible packaging, labels, pharma and coatings
- Production /QC support and liasoning with Central Technical Deptt.
- System coordinator-Assisted MR for achieving ISO 9002 certification & Involved in establishing Safety, Health and Environment (SHE)

Achievements and accomplishments

- Established gravure inks for low-odour reverse printing applications and **flexo inks with UV coating for in-line** and Flexo inks for CI flexo applications.
- Developed and implemented system for usage of non-conforming & return inks in production batches and process improvement.
- Successfully coordinated with cylinder manufacturer (from pre-press stage) till optimizing m/c controls for establishing the job on m/c while installation.

Asian Paints India Limited, Kasna
Chemist Production and QA - Jun 1991 - Apr 1994

RESPONSIBILITIES

Production, planning and control, Quality control of -

- Alkyd and Acrylic emulsion decorative paints and distempers
- Alkyd/amino, epoxy industrial & automotive finishes and NC / acrylic re-finishes.
- Trouble shooting for problem solving in manufacturing operation
- Complaint analysis of decorative, industrial paints and Pre-treatment chemicals
- Man, machine and operations management (Operations Mgmt Diploma from IGNOU)
- Testing and evaluation of raw materials, packaging material and finished goods
- Performance evaluation through instruments like salt spray, GC, spectrophotometer

Achievements and accomplishments

- Established ACS color matching software (introduced for the first time at the plant)
- Successfully implemented computer color matching system in liquid paint division

Education

<u>QUALIFICATION</u>	<u>BRANCH / SUB.</u>	<u>UNIV. / BOARD YEAR</u>
B.Tech.Chem.Tech.	Paint Technology	H.B.T.I. Kanpur 1991
Diploma in Mgmt.	Spl. Operations Mgmt.	IGNOU, N.Delhi 1998
Projects / Dissertation undertaken	Dimer acids in surface coatings Developments in Automotive finishes	

Additional Information

In complex and rapidly changing world of packaging, for the benefit of technical and sales team, have introduced ready recknor and methods for capturing data inventory for the entire value chain of printing.

Personal Details

<u>Contact Address</u>	102 /2 /42, Sulochana C. H. S., Road RDP-1, Charkop, Kandivli (West), MUMBAI - 400 067 (INDIA)
<u>Date of Birth</u>	December 8, 1968 (Born & brought up at Dehradun, India)
<u>Languages known</u>	English and Hindi
<u>Extra Curricular activities</u>	Reading Photography Yoga Indoor games
<u>Family</u>	Wife (Teacher) : M.Sc.- Chemistry, MBA (HRD), B.Ed. Child - One 9 yr old daughter

References

- Dr. Dileep Phanasgaonkar Consultant / visiting faculty UICT- 9833995120
- Mr. Mukund Bhawe - Head Pkg Development J&J - 9821143568