



Prashant Saxena

**B. Tech.(Textile Technology), G.C.T.I.
Kanpur University**

15 years of experience in Strategic Planning, Business Excellence and Sales/marketing of Capital Goods

Manager, Corporate Planning (Strategy team), Voltas Limited

- Core team member responsible for strategic acquisition of Electrical projects company and divestment of Chemical trading division to a chemical MNC in India
- Implemented SAP Integrated Balance Scorecard system across all business divisions of Voltas Limited
- IT planning of the company and dotted reporting to CIO
- Monthly/Quarterly support to various businesses of Voltas on Market Intelligence, Sectoral outlooks and strategic initiatives

Area In-charge, Kolhapur Branch, Voltas Limited

- Led a team of Sales and Service engineers engaged in selling of Textile Machinery, Machine tools and Material Handling Equipments and managing annual PBT of approx. Rs. 300 Lacs
- Additional responsibility of Product management for launch of new accessories businesses of LEDL Motors and OKS/Klueber Lubricant businesses in Western India

Sales Manager, Chandigarh Branch, Textile Machinery Division, Voltas Limited

- Responsible for business development and account management involving presales, sales and post sales activities (M/s VSGM, Trident, Oswal group, Chambal fertilisers etc.). Order Booking of Rs. 250 Crores during FY06
- Member of the CFT for creating Megavol strategic plans of Textile Machinery Division, Voltas Limited: expansion into new business lines
- Member of the Core team responsible for SAP implementation of FI and SD modules in engineering product businesses

Achievements

- Business Excellence: External Assessment of Tata Group Companies-TBEM: Qualified as an external assessor since 2003. Four External Assessments as Deputy leader and EAC for various Tata Companies e.g. 'Trent Industries', 'North Delhi Power Limited', 'Axles Division Tata Motors'
- Category leader for Internal BE team: Review mechanisms, Systems for Data collection/analysis
- Identified as one of the seven High Potential employees across all businesses in Voltas Limited in 2007

Career Aspirations

Consulting, Corporate Strategy, Retail, General Management